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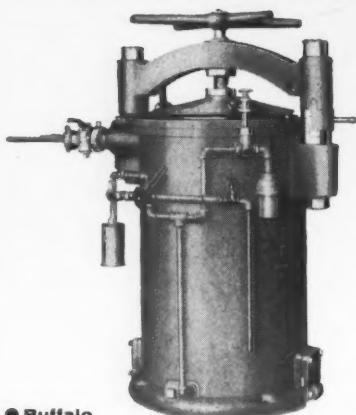
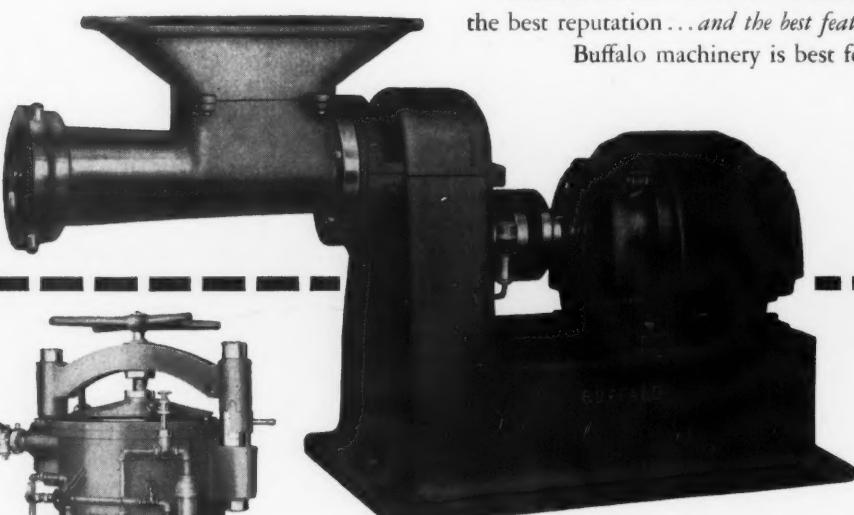
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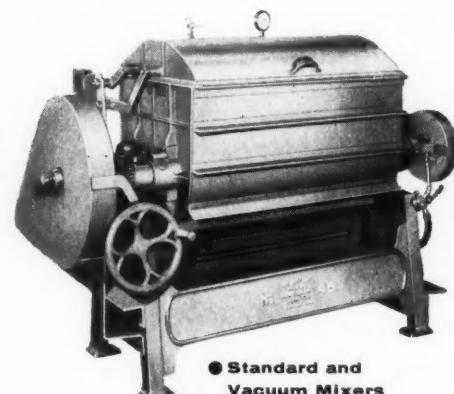
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# THE NATIONAL Provisioner

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## EDITORIAL STAFF

EDWARD R. SWEM, Vice President and Editor  
VERNON A. PRESCOTT, Managing Editor  
GREGORY PIETRASZEK, Technical Editor  
BETTY STEVENS, Associate Editor  
GUST HILL, Market Editor

## ADVERTISING DEPARTMENT

15 W. Huron St., Chicago 10, Ill.  
Telephone: WHitehall 4-3380  
JEFFERSON E. ALDRICH, Director of Sales and Advertising  
FRANK N. DAVIS CHARLES W. REYNOLDS  
JUNE F. MARKEY, Production Manager  
ROBERT E. DAVIES, New York Representative  
18 E. 41st St. (17) Tel. LExington 2-9092, 2-9093  
West Coast Representatives: McDONALD-THOMPSON  
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DUnkirk 7-5391  
Seattle: 1008 Western Ave., (4)  
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Houston: 3217 Montrose Blvd., (6)  
Dallas: 5526 Dyer St., (6)

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A. W. VOORHEES, Secretary

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# THE NATIONAL PROVISIONER

VOL. 133 No. 18  
OCTOBER 29, 1955

## Streamline Your Cuts

In a number of editorials during the last 18 months the PROVISIONER has pointed out that there has been a definite weakening in the long-term status of pork—we described it as "less bounce"—which requires diagnosis and corrective treatment by hog producers and pork processors. In the absence of such treatment, we predicted that "maybe housewives everywhere, who have grumbled for years at retail meat counters about fat chops and bacon, will ultimately 'buy away' from pork and leave that ol' corn-stokin' mortgage-lifter to do his lifting without their support."

Another editorial, which dealt with beef, but also applies to pork, asked: "If consumers persist in rejecting or ignoring some of our standards of quality—finish, marbling, lean color etc. . . . is it possible that the industry is wrong in insisting that the housewife take what she doesn't want?"

The problem is more basic and serious than are the current difficulties confronting hogs and pork, although these troubles probably are aggravated by the underlying weakness of the product. Advertising, promotion and other expedients will help to ease the immediate situation; they cannot effect a lasting cure.

Pork's biggest difficulty in holding and re-winning consumer favor can probably be spelled out in the three letters, F-A-T, or, too much fat in relation to lean. A number of surveys and other observations lead to this conclusion.

Hog producers are trying to meet the problem by raising well-muscled, properly-finished meat type hogs that yield leaner and more desirable cuts. Fifteen per cent of this year's supply, and even more of next year's hogs, may come up to meat type standards. However, it should be realized that hogs (and their cuts) can't be streamlined overnight by breeding and feeding.

Pork packers can take one step immediately to make their products more acceptable to consumers—with more lean and less fat per serving—and that is to streamline their loins, hams and butts with the knife. If you want to win friends and influence people toward pork, get ready to keep more of the fat in the packinghouse and send less of it to the customer's plate (and garbage can).

## News and Views

**A Pork and Lard** purchase program estimated to cost about \$85,000,000 is being undertaken by the USDA to help bolster declining hog prices, Secretary of Agriculture Ezra Taft Benson announced this week. Present plans, he said, call for the purchase of 170,000,000 lbs. of pork and 30,000,000 lbs. of lard over a period of nine or ten months for current consumption in the school lunch program, institutions and other eligible outlets. The Secretary had not indicated late in the week the date on which purchases will be started. They will be made on an offer-and-acceptance basis, and bids will be invited periodically throughout the program. Products to be purchased are canned pork luncheon meat, canned pork and gravy, and lard. Consideration also is being given to the purchase of hams. Detailed specifications on products are included in a purchase announcement which will be mailed to the meat industry shortly.

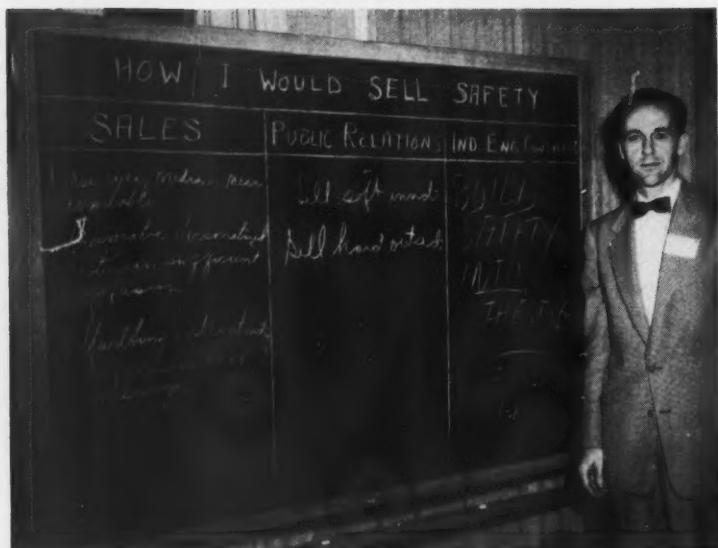
In announcing the limited purchase program, undertaken in accordance with recommendations made recently by the hog and pork industry advisory committee, Secretary Benson emphasized that there will be no stockpiling of product that might depress the market at a future time. The products will be obtained from higher qualities of the lighter-weight hogs which "should encourage marketing of hogs at lighter weights and give farmers time to start adjusting their future production," he pointed out. The Secretary said just what immediate effect the government program will have on pork prices isn't certain. With the season of heavy hog marketings at hand, "we may do well just to hold prices level though we might get some slight improvement," he commented. Funds allocated from customs receipts to the USDA for increasing the use of surplus agriculture products will be used to finance the program.

**Officers Of** the National Association of Hotel and Restaurant Meat Purveyors were moved up a notch during the election at the opening session of the organization's 13th annual meeting this week in Miami Beach. Hy J. Tanenbaum of American Provision Co., Los Angeles, named chairman of the board, was succeeded as president by Paul A. Spitzer of Debragga & Spitzer, Inc., New York City, formerly first executive vice president. Al Nathanson of Charlestown Packing & Provision Co., Inc., Charlestown, Mass., was elected first executive vice president, and Clarence J. Becker of Becker Meat & Provision Co., Milwaukee, moved into Nathanson's former post as second executive president. Urban Patman of Patman Meats, Inc., Los Angeles, was chosen as third executive vice president, and Harry L. Rudnick was re-elected as secretary-treasurer. A complete report and photo coverage of the annual meeting will appear exclusively in THE NATIONAL PROVISIONER of November 5, 1955.

**Livestock Exchanges** at Omaha, South St. Paul, Fargo, Sioux Falls, St. Joseph and Sioux City have informed WSMPA that they will cooperate with the association in filing a petition with the ICC asking for a suspension of the new westbound rates on fresh meats and packinghouse products. The new tariff, which would reduce rates by 50c per cwt. and eliminate the 15 per cent surcharge, is scheduled to go into effect November 15. No change is to be made in livestock rates.

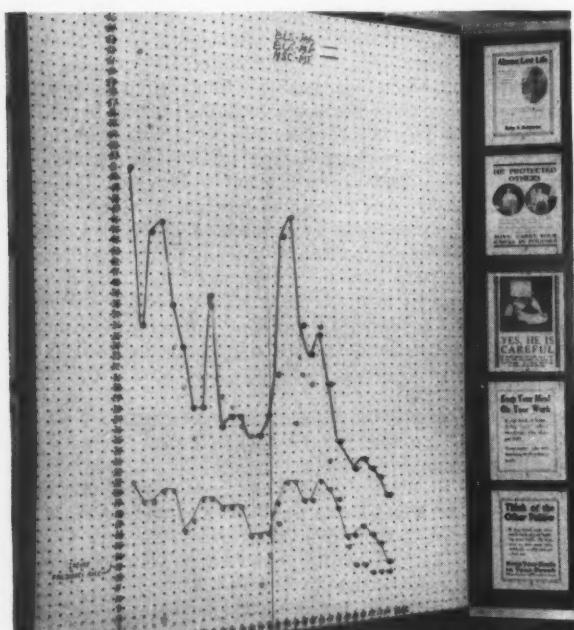
E. F. Forbes, WSMPA president and general manager, said this week that the situation facing the western independent meat packing industry and livestock producers and feeders in the West is "the most serious which has ever confronted them from a rate standpoint." Midwestern producer organizations, warned that western packers no longer could compete for their livestock, also have been asked to join in filing the petition.

# Putting Safety on the Job



**IMPORTANT POINTS** of panel discussion on blackboard attract attention of E. D. Peeler, jr., General Shoe Corp. of Nashville, Tenn.

Meat packing section at Safety Congress explores problem of selling safety to supervisors, employees and management. The high cost of accidents is emphasized by several speakers.



ACCIDENT FREQUENCY rates computed by the BLS show the relationship between meat packing (top line) and all manufacturing (bottom) on a chart compiled by the AMI.

**CONGRATULATIONS** and good luck, says Alex Spink, retiring chairman, to E. D. Peeler, jr., his successor.

MANY worthwhile ideas on how safety can be sold to employees, supervisory personnel and top management were developed at the meat packing and commercial vehicle section, 43rd National Safety Congress at Chicago, October 17-19. The speakers emphasized high accident costs and the idea that the economic stability of a company and its employees is dependent to a great extent on a successful safety program. This was highlighted by a visitor (now a member) who said his firm has 300 employees and paid out \$60,000 for accidents last year. His company asked him to set up a safety program. He plans to develop a program based on the practical suggestions outlined in the different talks presented at the annual Safety Congress.





SWIFT



OSCAR MAYER

**SAFETY AWARDS**—Top winners of the meat packing section safety contest display their NSC plaques. Above left: R. A. Harschnek shows off one of several Swift & Company awards. Above right: Harold Mayer accepts plaque from T. R. L. Sinclair for Oscar Mayer & Co., while plant and union officials look on. Right: Franklin Kreml of Northwestern University transportation center congratulates Harry Hoop, Kingan fleet safety director, on his firm's low accident frequency rate of 1.07 per 100,000 miles.



KINGAN

TOP management must be sold on the importance of safety practices. This was the consensus of a panel on safety composed of T. R. L. Sinclair, Byron Benson, T. E. Knowles and Clayton Orcutt. Each of these men, occupying positions in management,

reminding it that every dollar saved is equivalent to the profit from \$100 of sales, said T. R. L. Sinclair, president of Herman Sausage Factory, Inc., Tampa, Fla. For every direct \$1 that an accident costs you, there are today \$4 or \$5 in hidden costs behind the scenes, Sinclair emphasized.

These costs are attributable to 1) time lost by injured employees; 2) work stoppage; 3) time lost by foremen and managers in assisting the victims, investigating accidents and filing reports; 4) time involved in getting a job substitute; 5) training the substitute; 6) expense of legal hearings; 7) damage to or loss of product; 8) damage to machinery; 9) loss of efficiency in accident victim, and 10) time lost by workers distracted by the accident.

Sinclair, who recently acquired control of the Herman plant, said that the organization of a safety committee will be one of his first steps. A firm believer in safety committees, he said that "a safety committee has the duty of enlisting the cooperation of employes with management to eliminate accidents. It should also attract the proper amount of management's time and attention."



"A SAFETY committee has the duty of . . .," T. R. L. Sinclair tells safety men.

sales and advertising, public relations and consulting fields offered diverse, provocative and money-saving ideas on how this can be done.

You sell management on safety by



THE MEAT industry has come a long way in safety practices, says C. H. Elsby.

Some plant injuries are caused by accident-prone people. In such cases, Sinclair believes that removal of the employe to a safer job will eliminate some accidents. Counselling to find out the underlying reasons for the employe's attitude will go a long way in helping the individual become a safe worker. People who are beset by problems they cannot solve tend to be accident prone.

Today's management realizes its responsibility to the community and its

employees in preventing accidents that would seriously impair the economic stability of individual families, he said. However, management has a quite separate and distinct function to make its plant physically as safe as possible. This includes 1) proper arrangement of machinery; 2) proper sanitation, and 3) good housekeeping.

"Our industry needs some stimulation to make management conscious of the benefits that proper safety practices will bring about," said Sinclair.

### AD-WISE says Benson



**B**YRON G. Benson, director of sales, Dubuque Packing Co., Dubuque, Ia., believes people concerned with safety should take a lesson from the advertising industry. He said, "use every type of media for greater impact in a hard hitting, repetitious, thoroughly coordinated safety campaign."

The psychology of selling is essentially the same, whether you are selling ideas or merchandise. Benson said that 1) a well planned sales program should have considerable thought and should be approached from the standpoint of understanding the people we intend to sell; 2) we should understand the impulses which govern the behavior of people, and 3) we should evaluate the approach to the problem and treat it in the light of our own reasoning.

Selling is influencing people. The degree to which people are influenced is directly related to the impression they get from a sales approach or idea.

"The sheer force of repetition can put across any idea," Benson emphasized. "When work becomes routine, the employee becomes callous about safety. We have to remind people constantly of what they know, believe or take for granted."

Slogans that are not repeated often are ineffective. They should be used in different media and presented in a

The accident prevention record for the meat industry has improved each year, said C. H. Elsby, accident prevention manager of the Milwaukee branch, Employers Mutuals of Wausau, Milwaukee, panel moderator.

"We have seen the development of physical safeguards on machines; the use of special gloves, shoes and hats; we have formulated rules on correct work methods, and we have designed various media for carrying out mass education on the subject of safety.

### SELL SAFETY

dramatic manner to make a lasting impression. Safety engineers are skilled in mechanics, but they are not promotion-minded and may be lacking in training and knowledge of what makes people react. They may lack instinct and experience in how to sell the employees.

Proper use of coordinated material can achieve a great impact and coverage. How can this be done? It can be done by:

1) Payroll check enclosures properly prepared and designed catch and hold interest. Enclosures should not contain a lot of reading material.

2) House organs present an excellent opportunity to stress safety. A half-page devoted to news of safety activities, awards and records in each issue will keep employees aware of the subject. News items on injuries can be effective but should be used with discretion.

3) Plant signs, posters, and bulletin boards should be changed frequently and should stand out in color and design. They should be dramatic and to the point. Banners can be employed as attention getters and can be impressive reminders of safety.

4) Special activities such as parades, picnics and meetings create a carnival atmosphere and spark enthusiasm.

5) Stunts and publicity angles which emphasize the importance of safety and pictures showing the right and wrong way of doing a job should be an integral part of a program.

All these activities need the help and guidance of experts who know how to put a message across quickly and effectively.

Help of unions can be enlisted on the basis that they should be interested in the well-being and consistent earning power of union members. Top management should be sold on what safety means to it in terms of dollars and cents in increased and constant production.

"Further," Elsby said, "we have appealed both to the employer's and employee's pocket book by pointing out accidents costs and the necessity of conserving manpower. Each stage of safety work has improved the picture.

"However, most of us still are confronted with the problem of successfully selling safety to management and employees. We must remember that human values and factors are important and instill correct safety thinking in the individual."

### SOFT says Knowles



**A**S a public relations official, Troy E. Knowles of Swift and Company, Chicago, believes that "being good and getting credit for it" plays an important part in the prevention of accidents.

Knowles said that safety has to be sold to two markets. It has to be sold inside the company and outside the company. "Inside the company I would sell soft-as soft as a 30-second egg," Knowles said. "In fact, I would try to let people buy. People like to buy; they like to run their own lives. One of the reasons self-service markets are successful is because people like to read, they like to examine things, they like to arrive at their own decisions. People, and employees are people, like to feel important. They like to feel they are capable of doing things themselves."

Knowles believes employees should develop a safety program themselves. "I would offer encouragement, suggestions and advice, supporting good ideas and letting bad ones fall on their face. I would avoid the 'I know' attitude and would nurture the desire for being safe," he emphasized.

Discussing the accident-prone employee, Knowles said that basically people crave attention and drawing attention to themselves by injuries or other means is a way of getting the attention they need.

He feels a safety program that will

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work should originate among the employees. "I would try to get a few natural leaders from among the employees for interested and active leadership. I would make physical work conditions as safe as possible and then try to create a desire for safety. However, the impetus should come from the employees themselves. They must have a team spirit which says 'we are developing a safety program, not management.' They will, of course, need guidance," he pointed out.

Interest in a safety program needs stimulation. Inexpensive symbolic awards are effective. Cash or large prizes can become costly and at times negate the objectives of a safety program.

An effective motivation tool is the negative or fear approach. If an employee cannot be convinced that safety pays off in good health and earning power, he can be shown the dire consequences of accidents. This can take the form of dramatic posters or other media illustrating the after effects of an accident, loss of earning power, loss of a limb, and damage to property.

Hard selling of safety outside the company should be based on the premise that customers want to deal with a safety-minded organization. Knowles pointed out that a company with a safe work record inspires confidence in its customer which is, in turn, passed on to the consuming public. The retailer learns that a company with safe working conditions can deliver the goods. This idea of safety is also related to product quality.

The presentation of safety awards is an excellent opportunity for a good public relations job to get maximum publicity in a locality. The cooperation of city, chamber of commerce and safety committee officials can be enlisted to sponsor a news event that will bring the safety record of your plant before the consuming public. In doing this, Knowles stated, you should always give credit to your employees by emphasizing that they won the award.

## Put Safety Into Job

**B**UILD safety into the job; do not tack it on, was the advice of Clayton Orcutt, industrial consultant, University of Wisconsin. Safety is not confining but is all inclusive, he pointed out.

"Sell yourself and sell ideas. Sell eye protection—not glasses; sell foot protection—not safety shoes. The idea of safety should be sold as insurance

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and preventative maintenance," Orcutt emphasized.

A safety committee is a crutch which hinders effective safety work. You can't delegate safety to a group of men who make a plant tour once a week or once a month, he said. The responsibility of a safety program should rest with the employee, the foreman and the plant manager. A safety committee may inspect working conditions and find protective equipment in use throughout the plant. However, the committee may be completely unaware that this gear is put on just before the tour and is taken off right after the periodic visit has been completed.

Orcutt said a safety program can be effective only 1) when the idea of safety is taught as part of the job; 2) when the foreman can insist that work be done correctly because that is the plant rule; 3) when the plant



CONSULTANT Clayton Orcutt speaking.

manager requires the foreman to report to him all accidents regardless of what they are and when they happen; 4) when these accidents are tied in with production standards in various departments, and 5) when accidents are reviewed and analyzed for corrective measures.

The test of a safety program is the degree of safety mindedness that can be maintained and the resulting reduction in accident frequency, said Orcutt. Protecting a safety record by hiding injuries is an evil that should be watched carefully. There are times, Orcutt warned, when an injured employee will refuse to report an accident or take time off just to maintain the record. This can result in serious repercussions to both the individual and company. The health of the employee is more important than the safety record. It is the responsibility of the safety director, foreman and health department to see that the man receives treatment and time off when injuries indicate they are necessary.

## Use Accident

### Costs to

### Wake Up

### Management

— Emond →



**F**LEET accident figures, while essential for conducting a sound accident prevention program, often fail to move top management to action. Accident figures must be translated into costs that impress management, said E. J. Emond, director of automotive safety, Armour and Company, Chicago.

Speaking on "How to Put Accident Cost Information to Work," he used as an illustration his firm's experience with a large branch house in the Southeast. Statistically, as miles traveled related to the number of accidents, the branch record looked good; it had only four accidents in a year's driving. However, translating these figures into expenses, and then into a transposed cost, the picture changed completely.

The first accident involved backing and cost the company \$35. The second, a rear end collision, cost \$150. The third was a sideswipe for which the company recovered its costs. In the fourth, a company truck struck a farm vehicle coming onto the main highway from a dirt road. Both property damage and personal injury were involved. In this latter accident, Armour's insurance carrier settled out of court for \$22,497.77. This in itself is a large sum but when it is transposed into the actual sales volume needed to recapture this amount in terms of profits, it is staggering. Employing Armour's 1954 sales dollar to net profit ratio as a yard stick, it was found that the branch, would have to sell \$28,122,212.40 worth of meat and meat products to recover the cost of the accident, Emond said. Translating the accident cost figures into sales effort is a sure way to get top management support.

Emond showed the audience a copy of Armour's 1954 annual report in which a paragraph was devoted to fleet safety. The report called to the attention of the stockholders the fact that Armour won the Marcus A. Dow Memorial Award and had reduced its

fleet accident frequency rate per 100,000 vehicle miles from 7.5 in 1940 to 3.2 in 1954.

By correlating accident costs to sales effort, Emond has been able to secure this type of support from top management.

In order to get management support, the fleet safety supervisor must have accurate cost records. A master record, "Collision Frequency and Cost Register," is used by Armour to tabulate the total and exact costs of all vehicle accidents.

Emond takes off the essential information as to date, place, driver and vehicle property number. Under the heading "type," the accident is coded as to kind. Under "classification," the findings of an accident review board are entered. The claim number of the packer's insurance carrier is entered and the insurance accident investigation report is studied.

As the insurance company settles claims, the fact is noted and its effect upon the actual reserves set up for claims is recorded. Management is promptly alerted when claim costs exceed reserves.

The estimated and actual claim costs are entered. Other headings list the costs that stem directly from the accident such as cargo loss, rental cost of replacement vehicle, payments to driver under compensation laws, salary of relief driver, etc.

Time will elapse before all the costs are in. However, the total cost will be a realistic sum that will jolt all concerned with the serious loss each accident represents, the speaker said.

The keeping of the master record on Armour's 8,000 vehicles is no burden. Emond has two assistants who alternate with each other on field trip assignments. The man who is in the office posts the facts as they are received. The costs are summarized periodically by the accounting department.

The fleet accident prevention director must keep accurate records for

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Corporation

his own guidance in formulating programs. The facts will point up the cause of accidents, whether it be poor screening of candidates, failure of a specific piece of equipment or neglect in training.

From the facts the types of accidents are classified and their average cost tabulated. The following are cost estimates tabulated by Emond: Backing, \$68.71; following too close, \$226.62; traveling too fast, \$291.00; entering main highway, \$322; sideswipe, \$78; ditching, \$716; mechanical failure, \$238; hitting animals, \$695, and store delivery, \$52. He reported that alleged accidents, ones which Armour drivers deny ever took place, cost an average of \$107.

In a work shop session Emond again reiterated that top management support can be obtained for fleet ac-

ident programs if the figures are presented to executives in a perspective they understand.

The need for fleet safety in the meat packing industry is reflected in the continued growth of motor transport. When Emond started working for Armour in 1940, the fleet logged 60,000,000 miles. In 1954 it logged 152,000,000 miles.

In the workshop session of private carriers, the importance of public good will was stressed. One contract carrier said his mechanical road crew carried a spray gun and in any serious accident sprayed over the name of the firm to obliterate it. "One accident and we are the scourge of the road," a dairy representative commented. This view was seconded by a metropolitan newspaper fleet supervisor.

## Industrial and Highway Truck Safety

THE most important factor in the safe use of industrial trucks for plant materials handling is driver selection and training. Regardless of the type of industry, materials handling is a major operation in almost any business. H. S. Simpson, manager, safety division, Caterpillar Tractor Co., East Peoria, Ill., described his firm's experience with industrial trucks in a talk entitled "Power Trucks."

Several years ago, it looked as though industrial truck operators would incapacitate these units faster than they could be repaired. After considerable study, management elected to enforce a selection and training program. Since then, accident rates and repair bills have tumbled.

A candidate for the industrial truck driver's position, who already has passed the firm's physical and mental test, is further evaluated by testing his mental alertness, comprehension and emotional stability. After a suitable training period, the accepted applicant is given a temporary driver's badge. It is only after his performance has been observed, unknown to him, that a permanent badge is issued.

In introducing power-type hand trucks, the firm experienced a sharp increase in accidents of pinched ankles, broken toes and bruised heels. Simpson attributed this to the company's failure to train employees in the use of powered hand trucks. It was assumed that anybody who could operate the hydraulic jack hand truck, could operate the powered units. Nothing was further from the truth.

The accident rate dropped after a training booklet, depicting in cartoons all the principal points of oper-

ation, was issued to supervisors. They explained the booklet to employees.

W. T. Couch, safety engineer, Couch Motor Lines, Inc., Shreveport, La., told the audience how he started a fleet accident prevention program from scratch. The firm was small and Couch had to be trainer, fleet supervisor, mechanical superintendent, etc. As an initial step he rode with the drivers. He got to know them, their driving problems and their territory. He studied the recommendations of the Interstate Commerce Commission and other regulatory agencies, and found them to be a sound basis for operating procedures and equipment requirements. The findings of these agencies are based on national experience; consequently, they can point out many accident causes that a small operator may not suspect.

Couch found participation in National Safety Council contests to be beneficial in providing a basis for comparison of performance. He stressed the importance of safety meetings. In one city, 16 city drivers racked up 50 preventable accidents within a year. With the help of the terminal manager, a weekly accident prevention meeting was held. Within a few weeks the rate tumbled to one accident per month.

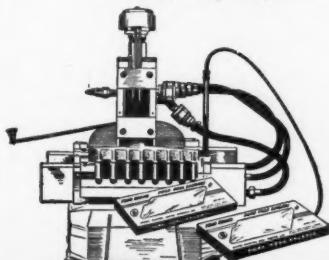
A careful worker is a safe driver; a careless worker is an unsafe driver. Couch said he made this discovery the hard way, through experience. Any man who refuses to be careful about his own protective equipment, such as gloves or safety toe shoes, is not hired as a driver. He said the firm works on the assumption that a man who wants to be safe, can and will be safe.

# what makes a leader?



In almost every area of the U. S., you can spot the leading packer. What's made him a Leader? This Leader gets the lion's share of the business in his trading area because:

1. He uses sound, aggressive selling and merchandising.
2. He makes and sells *quality* products.
3. He is always first in his area with new ideas in merchandise and packaging.
4. He uses modern equipment that enables him to produce more at lower costs.
5. He has gained the confidence of his dealers and their customers. Folks like his brand and buy it more frequently.



The minute you install an Aro-Matic Molding and Packaging Machine in your plant, you have taken one step in the direction of Leadership. With Aro-Matic, you can mold and package a great variety of sausages, meat sticks and patties, (meat balls too!) and get complete service . . . packages, formulas, seasonings, advertising . . . all from one source.

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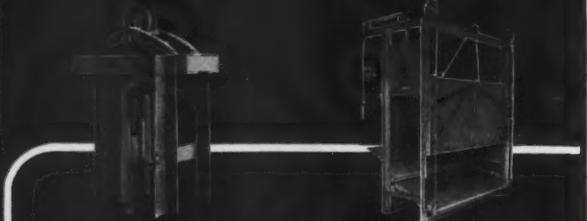
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"BOSS" Patented Carcass Dropper speedily positions carcass for siding.



"BOSS" Landing Device for smooth and sure transfer of animal from hoist to rail.



"BOSS" Knocking Pens, single or tandem, position animal properly and deliver it to hoisting location without manual assistance.



"BOSS" Beef Hoists use standard, brake type motors, and are offered in 5 H.P. and 7½ H.P. motor sizes. There is also a special hoist which uses a 3 H.P. motor.

BOSS Beef Headsplitter  
No. 424 PATENT PENDING.



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## BEEF KILLING EQUIPMENT

Proud of your beef department crew? Want to show them some extra consideration? Install BOSS Balanced Beef Handling Equipment and do yourself a favor, too!

BOSS Equipment is strong and safe. BOSS Equipment is swift and sure. BOSS Equipment is balanced.

Investigate the idea now! We will be glad to explain the many exclusive features and patented devices which co-operate to make BOSS Beef Killing Equipment first choice among the men who use it.

Inquiries from the Chicago area should be addressed to The Cincinnati Butchers' Supply Company, 824 West Exchange Avenue, Chicago 9, Ill.

THE *Cincinnati* BUTCHERS' SUPPLY COMPANY  
CINCINNATI 16, OHIO

Unique operations  
and ideas are  
found in

## Cattle Country Plant

ONE of the reasons why the North Platte Packing Co. continues to expand in the face of brisk competition is the feeding of an adequate number of selected cattle to the firm's specifications. Other reasons lie in always searching for better ways to dispose of by-products and an awareness of the need for replacing outmoded equipment with modern machinery.

Recent additions to the plant include an enlarged office, rendering department and a separate hide cellar, while an organic fertilizer plant is under construction. Future plans call for more beef cooler capacity and an enlarged freezer. Improvements are planned not only to meet city inspection requirements but also in line with the standards imposed under federal meat inspection.

Feeding 800 cattle in large pens



CATTLE FEEDING YARDS and exterior of North Platte Packing Co. plant.

adjacent to the main buildings under the personal supervision of Frank Interholzinger, plant manager, results in a steady supply of consistently high quality livestock.

Organized in 1935 as a small market in North Platte, Neb., the firm is still owned by Frank and Albert Interholzinger. Now situated on a 40-acre tract of land just outside the city limits, the company has grown to supply its "Western" brand over a territory extending more than 125 miles in all directions.

Located close to the geographical center of the United States, the plant

LEFT: Ring style beef bologna is given personal inspection by Carl Pawless, sausage supervisor. RIGHT: Sliced beef bacon in 1-lb. packages is in good demand.

is surrounded by cattle country. The firm's fresh beef, beef sausage, beef bacon, salami, cervelat and a wide variety of manufactured products all sell well.

Distribution is over country truck routes and to the adjoining city. Deliveries have been speeded up by the purchase this year of two 2-ton GMC trucks and one 2½-ton truck of the same make, both being refrigerated by Thermo-King units. Other Dodge and Chevrolet delivery trucks are cooled by Kold-Hold equipment.

The new office, under the supervision of Albert Interholzinger, secretary and treasurer, contains 1200 sq. ft. of floor space used for individual offices, storage room and employee welfare facilities.

Completed in 1954, a 40 ft. x 40 ft.



## GET ENGINEERING HELP on your meat grinding operations

More and more meat processors turn to SPECO for more than Correct Design, and Speco's unqualified *written* guarantee. You want knife and plate recommendations based on 30 years of working with your industry and a line diversified enough to give you the right plate or knife for any job.

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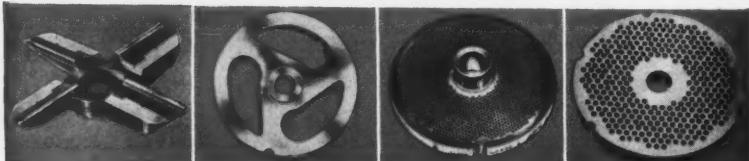
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special plates for dry and frozen foods. Speco-engineered grinder knives and plates give you better results *all-ways!*

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There are Speco knives and plates to fit any make of grinder... guaranteed to "up" your production, and lower your grinding costs. Specify your grinding job and ask for our recommendation. No obligation involved.

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Specialists in Meat Grinding Equipment for 30 years—since 1925

**NOW—in our 7th year—**

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### SAUSAGE CONSULTING SERVICE

has a NEW ADDRESS!

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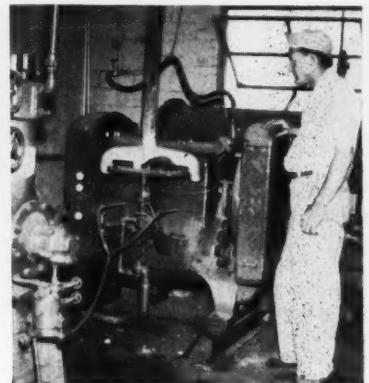
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Coral Gables 46, Florida

two-story inedible rendering building is conveniently located back of the plant close to the killing floor. Processing is in a new 4½ x 10 Allbright-Nell cooker and 300-ton press. After being ground in a Geihl hammer mill the cracklings are sold on the open market.

Separately housed to one side of the feeder pens, the new organic fertilizer plant now being completed will contain a dehydrator, hasher, magnetic separator, grinder and other necessary machinery. Sacking will be from an overhead hopper through a bagging machine into 25-lb. and 50-lb. paper bags. Raw material will consist largely of manure from the company's own pens and other nearby feed lots.

Steam is generated in a recently installed 60 hp. Kewanee boiler heated by natural gas at 8 psi. An older 40 hp. boiler is kept ready for quick



CHIEF ENGINEER Howard Hand inspects natural gas engine which is kept in condition for auxiliary use on refrigeration. Radiator and fan have been disconnected and replaced by circulating water.

firing when steam demand is high. Butane gas is available as a standby fuel. Feedwater treatment is by Rudd zeolite softener. Fuel to the larger boiler is supplied through a 2½ in. pipe line and automatically fed to a Coen burner. Volume control is by means of a regulator motivated by Minneapolis-Honeywell piloting devices. Boiler water levels are held to close tolerances by a Schaub feedwater system controlled by a Magnetic Controls Inc. electric float. The plant's water comes from deep wells.

In a room next to the boilers, refrigeration is centered in vertical Baker ammonia compressors. All pipe lines are interconnected to allow cooling capacity to be shifted as needed to the different coolers or freezer. As a standby in the event of electrical failure, a 50-hp. Minneapolis-Moline

PORK • BEEF • LAMB • VEAL  
CANNED MEATS  
COMMERCIAL SHORTENINGS  
NATURAL CASINGS • DRY  
SAUSAGE • LARD FLAKES

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BLACK HAWK  
MEATS  
FROM THE LAND OF CORN

natural gas engine can be used to drive one of the larger compressors. Changeover is effected by using longer belts to the engine drive pulley in place of the V-belts to the electric motor. The fuel cost of operating the gas engine is comparable to the expense of running an electric motor of the same capacity. In cooling the Moline engine it has been found that the radiator and fan are not required if water is circulated through the head. According to Howard Hand, chief engineer, 8 hp. of delivered energy is saved by disconnection of the cooling fan.

Manufacturing 10,000 lbs. of product a week, the sausage kitchen is well lighted with glass tile panels along one wall and long fluorescent lamps over the tables. To help in conditioning the meat, a horizontal sterilizing lamp is mounted close to the top of the Globe mixer. The lamp is of a waterproof type and protected against mechanical injury. To speed grinding, a shallow stainless steel hopper, large enough to hold a truck load of chunked meat, is fastened on top of Globe grinding equipment to provide an even flow to the machine. Other sausage making equipment includes a Buffalo silent cutter and 200-lb. stuffer, Jourdan cooker, Vilter flake ice machine, three Atmos smokehouses and a Superior loaf baking oven.

Beef sausage is stuffed in medium hog casings to lengths of 4½-in. Polish sausage, made in short links and pickled in 1-gal. jars, while previously considered to be a tavern trade product, is winning popularity in drive-in restaurants and sandwich snack bars. New England hams, stuffed in beef bladders and given a 12 hour smoke are in good demand. Wieners are put up in 1-lb. and 5-lb. cellophane bags in addition to being wrapped in 1-lb. flat packages and packed in 5-lb. cartons.

Both beef and pork bacon are given a 5-day dry salt cure and smoked for 10 hours. Slicing is on U. S. Equipment and check-weighing is on Toledo scales. Wrapping is in 1-lb. flat packages having a three-quarter window with a printed solid overlay along the left side and bottom. Packing is in 6-lb. cartons. Tendered hams are given a 24 hour cure and smoked for 12 hours.

Lard is rendered in a horizontal Boss cooker using jacket steam at 40 psi. and venting at atmospheric pressure. After screening in a Girator machine the lard is filtered in a Sperry press and cooled in an open tank. An Allbright-Nell filler is used in pack-

[Continued on page 25]

United's patented BB (block baked) Corkboard installs easier and stays on the job! High strength in relation to light weight permits a sturdy, self supporting structure that is simple to erect. United's corkboard is flexible; the big straight-edged slabs fit accurately and work as easily as lumber. Most important, there is adequate flexibility to conform to minor wall irregularities and absorb stresses. *You get a tight fit that stays tight . . . that prevents creation of moisture-carrying channels which can eventually destroy the insulation value of your installation.*

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## Record Attendance Predicted for AMI Meeting; Sausage Making, Merchandising Among Topics

ADVANCE registrations, both for the 1955 annual meeting of the American Meat Institute and for hotel room reservations, are at the highest level in the Institute's history, association officials reported this week.

The attendance is predicted for well above last year's record of approximately 6,200, attracted by a strong program of speakers, five well-planned technical sections,

two panel discussions on frozen meats, and the Institute's largest exhibit of machinery and supplies.

The meeting will be November 11-15 at the Palmer House in Chicago.

One of the featured sections is on sausage and merchandising. Representatives of Oscar Mayer & Co. and Swift & Company will take up problems of sausage manufacturing and marketing at 10 a.m. Saturday, November 12.

Dr. William J. Shannon, assistant vice president and manager of Oscar Mayer's self-service division, Madison, Wis., will offer solutions of many of the problems in sausage operations and comment on some of the trends in the sausage business. He is well qualified to discuss his subject: "Make Sausage Right and Sell It at a Profit."

Carl Thommen, manager of Swift's table-ready meats department in Chicago, as chairman of the AMI committee on sausage, will review some of the important problems the committee has studied during the last year. He also will report on sausage research presently going on in the laboratories of the AMI Foundation.

During the same section meeting, John C. Milton, manager of the AMI



J. R. IVES



J. C. MILTON

merchandising division, will report on some of the dramatic changes which have taken place in meat and sausage merchandising during the past ten

years. His presentation will be accompanied by visual charts as he directs questions to the section audience.

J. Russell Ives, associate director

### Q & A on AMI Meeting

For those considering attending the 1955 annual meeting of the American Meat Institute, November 11-15, the following question and answer series might prove helpful:

*Where do I register?*

By mail to the American Meat Institute, 59 East Van Buren St., Chicago 5, up to November 4, or at the convention registration desk at the Palmer House.

*Are all the meetings held at the Palmer House?*

Yes. The only events held elsewhere are the annual dinner at the Conrad Hilton Hotel and the ladies' luncheon at the Ambassador East.

*How do I make my hotel room reservations?*

By writing directly to the Institute, stating needs and preferences in 1, 2, 3 order. The reservations manager reports there still are rooms to be had but that the remaining allotment is shrinking rapidly.

*Should I bring my wife?*

Take advantage of the opportunity to bring her to Chicago's sights, shops and entertainment features and the special ladies' program being arranged.

*Will there be opportunity to attend the theater, shows, sports events?*

Yes. No AMI events are planned for Saturday afternoon or for Friday, Saturday and Sunday evenings.

*When should I plan to arrive?*

Thursday night, November 10, if possible, as the opening session gets off the ground promptly at 10 a.m. next day.

*What is the charge for the annual dinner?* \$15. *"Look Ahead" luncheon?* \$5. *Ladies' luncheon?* \$4.

*Will I have ample opportunity to view the exhibits?*

Yes. The hall will be open to visitors Friday morning, afternoon, and evening; Saturday afternoon; Sunday all day, and Monday and Tuesday morning and afternoon. There is no admission charge.

of the AMI department of marketing, will dip into predictions of the live-stock supply situation. Trends which may have vital effects on meat packing, and especially sausage production, will be approached using comprehensive statistics developed by the trade association's department of marketing.

Sausage making gets a big play in the exhibits along with all other phases of meat packing. Processing equipment, ingredients, packaging machinery and display equipment will be shown by about 100 exhibitors to furnish a full cross-section of the industry's latest developments.

For the first time, exhibit booths are overflowing the Exhibition Hall into the hotel's foyer. The displays will open at 9 a.m. Friday, November 11, and will be open at other times throughout the convention period when there are no meetings scheduled, including all day on Sunday, November 13.

In the Monday morning general session, Dodge & Olcott, Inc., New York, manufacturer of flavor bases for the industry, will present its newly established award of \$1,000 and a gold medal to an individual "for outstanding achievement contributing to the growth and general welfare of the meat packing industry." The winning nominee may be from the fields of scientific research, operating or engineering.

Another high-interest point of the meeting will be the annual awards presentation to long-service workers in the meat packing industry. Those with service records of 50 years or more will receive gold emblems. The ceremony is scheduled for the general session Tuesday morning, the 15th.

### Standardization of Cuts Gets Nod from Jobbers

Standardization of cuts by members of the Pacific Coast Meat Jobbers Association is the goal of one of the resolutions passed at the group's fourth annual convention in Las Vegas. Convention-goers voted that a program attempting to bring about such standardization should be put into effect by the association.

Also adopted was a resolution that the association act as a clearing house for credit information on new accounts. It was felt that salesmen do not like to ask new customers for credit information and the customer does not like to give it sometimes. A clearing house could overcome the personal element.

Attendance at the convention totaled a record 108.

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## STEP UP PRODUCTION WITH KOCH TABLES

Get higher production and minimum waste of meat and labor. Koch tables are designed and built by specialists in the meat industry. Whatever type table you need, Koch Tables combine durability, economy and efficiency.



### TRIMMING AND BONING TABLES

Heavy-duty packinghouse models with galvanized tubular frames and legs. Tops of 14-gauge stainless steel; removable maple cutting boards. Back guard 10 inches high, rounded corners. Table 10 ft. long, ship. wt. about 500 lbs. \$285  
Others from \$130.



### WRAPPING TABLES

One-piece stainless steel top. Attached paper cutters available in 4 sizes. Leg levelers permit adjusting to uneven floors. 36" high in 6', 8', 10' and 12' lengths. Model shown is 12' long, 2'8" wide. Approx. ship. wt. 397 lbs. \$308  
Others from \$125.



### SAUSAGE STUFFING TABLES

One-piece stainless steel top with rim turned up one inch all around. Slopes to drain. Frame and legs made of galvanized angles and pipes. Leg levelers have added protection of aluminum finish. Model shown 10 ft. long \$250  
Others from \$225.

### CUSTOM-BUILT TABLES

Koch will submit, without charge or obligation, drawings of any type table for the meat industry. Whatever your needs, you can depend on Koch to provide tables to help you do your job faster, easier and better.

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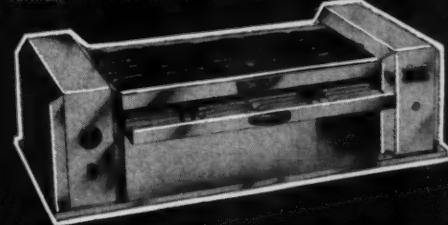
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And they look better, too!

The exclusive rotating action expands the size of your frankfurters up to 50% . . . seals in all the flavor . . . cooks them more evenly and easily. And it's best for skinless franks, too!

Requires no installation—simply plug in and it's ready to go to work. Cleans in a jiffy—constructed of gleaming stainless steel and completely sanitary—cannot rust, stain or tarnish.



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*... at no extra cost*

*... via New York Central  
"EARLY BIRDS"*



It's no big problem to get your products to the large consuming metropolitan Eastern markets *a day sooner*. New York Central's "Early Bird" fast freight trains slash as much as 24 hours off old freight schedules to New York, Buffalo, and Boston from the Middle West.

Day-in, day-out consistent performance of the "Early Birds" gives shippers and consignees of all types of perishables and food products a better control over inventories in transit,

better opportunities to catch top-of-the-market prices.

The New York Central is the only all-rail freight route into Manhattan. This means easy and fast delivery to the New York produce markets.

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Freight cars arriving from west of

the Mississippi and south of the Ohio Rivers merge with the "Early Bird" fleet at the St. Louis, Peoria, Chicago and Cincinnati Gateways. Local-origin freight departs from St. Louis, Peoria, Chicago, Detroit, Cleveland, Cincinnati and Indianapolis for Buffalo, Boston and New York.

Ask your nearest New York Central Freight Representative for a copy of the "Early Bird" timetable. Join the list of swiftly growing enthusiastic "Early Bird" users.

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# The Meat Trail...

## Falter Marks 65th Year With New Plant Addition

The Herman Falter Packing Co., Columbus, Ohio, is celebrating its 65th year of progress and growth in business and the completion of a large, new plant addition which expands the firm's sausage making and truck loading and parking facilities.

The new processing wing, which adjoins the older plant in an L-shaped pattern, was constructed as part of a long-range program and can be expanded by the addition of a second story. The addition contains the latest type equipment and various cooler, curing and packaging areas.

Founded in 1890 by HERMAN FALTER, the company now is operated by his six sons, JOHN, who is president, CARL, SR., BEN, LEO, HERMAN and PAUL.

## Los Angeles Plant Event Marks Hygrade Expansion

Hygrade Food Products Corp., Detroit, marked the expansion of its activities on the West Coast with an open house and buffet at its newly-opened Los Angeles plant.

The firm now is going into operation manufacturing a Kosher-style all beef line, similar to the company's eastern production. It marks the first western sausage operation under the Hygrade name.

Several months ago the company bought the plant from Iowa Packing Co. and converted it into a sausage plant. Considerable changes were made in equipment, refrigeration and smokehouses. About 20 employees are presently at work in the 15,000-sq.-ft. plant.

BEN WEISSENBERGER is general manager, and ANTON FRAUNHOLZ is production manager.

## John P. Jurgatis Elected A Swift Vice President

JOHN P. JURGATIS has been elected a vice president of Swift & Company, Chicago, P. M. Jarvis, president, announced this week.

At age 40, Jurgatis is one of the youngest men to become a Swift vice president. Three months ago he was named assistant vice president. A graduate of the University of Wisconsin, he started with the company 17 years ago as a salesman in the St. Paul area.

Jurgatis will supervise table-ready meats and sausage, canned foods and Pard dog food operations.

## Shafer Heads New Armour Merchandising, Ad Division

Appointment of W. S. SHAFER, vice president of Armour and Company, Chicago, as head of Armour's new merchandising and advertising division was announced this week by the company. K. L. SKILLIN will continue as general advertising manager.

Shafer has been general manager of the general sales division. He will be succeeded in that capacity by H. E. STEPP, formerly New York district manager.

Purpose of the move is to broaden merchandising, advertising and promotion of Armour food products.

## PLANTS

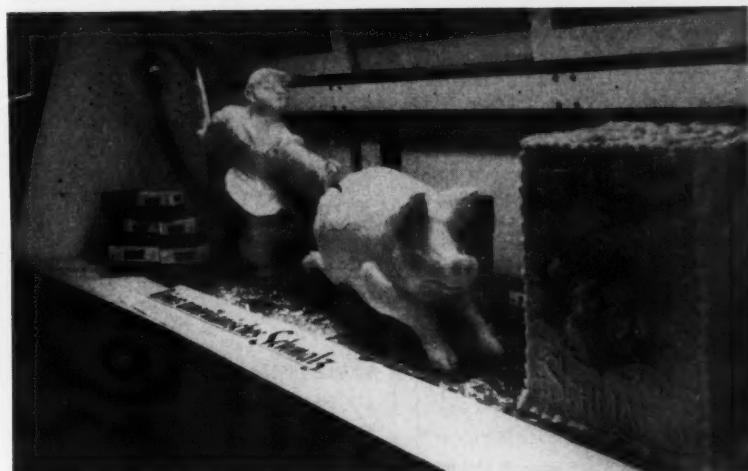
A modern new sausage kitchen containing \$75,000 worth of equipment now is being operated by B. J. Price, Chester, Pa., manufacturer of Chester Rose Brand products. With the addition of the 150 x 50-ft. kitchen, the Price firm was granted approval by the Pennsylvania State Department of Agriculture to sell its products throughout the state. To handle the increased distribution, three more trucks have been purchased, bringing

the total in the fleet to 19. The company, which was founded in 1925, now slaughters approximately 1,000 hogs a week and manufactures some 75 items. B. J. PRICE is president of the concern, and MRS. B. J. PRICE is secretary-treasurer.

A loan of \$150,000 to the meat packing firm of Wells & Davies, Payette, Idaho, has been approved by the Small Business Administration, the SBA announced this week.

Houser Sausage Co., Knoxville, Tenn., has announced plans to open its second plant in a remodeled building at Edmond, Okla., in the Oklahoma City area. The new 15,000-sq.-ft. plant will employ 15 persons and produce some 75,000 lbs. of sausage a week, officials said. The Knoxville plant produces about 50,000 lbs. of sausage weekly. W. E. Houser, who has been in the sausage business 17 years, is president of the firm. RAYMOND BROWN will be general manager of the Edmond plant.

The former Collins Sausage Co., Greenville, S. C., has both a new name and a new plant. Now known as Collins Provision Co., the firm formally opened its new and modern building with an open house for retailers last weekend. In addition to its own sausage, the company now carries a complete line of meats and associated products obtained from other firms. J. H. COLLINS, SR., who founded the company in 1933, was



POPULAR ATTRACTION at recent International Food Fair at Cologne, Germany, was this section of the American Meat Institute exhibit in the United States division. Decorations were carved out of lard by a German butcher and kept under continuous refrigeration. Variety meats and canned meats displayed under the banner of "Amerikanische Fleisch-industrie," meaning American meat industry, also helped attract more than 300,000 visitors to the exhibit.

joined in business several years ago by his son, J. H., Jr., now general manager.

H & A Processing Co., Aberdeen, S. D., has been granted a charter of incorporation by the secretary of state. The custom slaughtering concern, capitalized at \$25,000, listed as directors VERDALLE HINDS and N. E. ADAMS, Aberdeen, and LILLIAN ADAMS, Gettysburg, S. D.

A 131-acre tract in West Davenport, Iowa, has been sold by Davenport Packing Co. for \$150,000 to the newly incorporated Davenport Industrial Development Corp., which was formed to acquire the land for industrial development.

The Illinois secretary of state has issued a charter of incorporation to Weyhaupt Brothers Packing Co., Belleville, Ill. The company is authorized to issue 2,000 shares of common stock with a par value of \$100 per share. Incorporators are JOSEPH, FRANCIS and PROSPER WEYHAUPT.

## JOBS

The appointment of SAM STALTER as merchandising manager of Louisville Provision Co., Louisville, Ky., has been announced by G. J. AMSHOFF, president and general manager. The tremendous expansion in sales volume during the past few years has necessitated the creation of

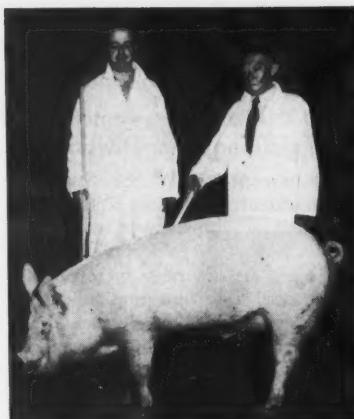


S. STALTER

this new management position in the Southern Star organization, Amshoff said. Stalter will assume his new duties November 1. From 1930 to 1954 he was associated with a national chain store organization in which he held various merchandising positions including that of assistant director of meat sales. Since 1954 he has been operating his own business in Minnesota. Stalter will be responsible for the coordination of the activities of the Southern Star general sales and canned meat sales departments at Louisville and the company's Lexington (Ky.) branch for the purpose of giving merchandising assistance to the retail dealers served by these sales departments.

FRANK JOEL has been promoted to general sales manager of Cherry Meat Packing Co., Los Angeles.

JOHN EASTON has been named assistant plant manager of Canada Pack-



GRAND CHAMPION of all breeds at Butler County Fair Swine Show in Hamilton, Ohio, was this Yorkshire barrow entered by Dean Pelley, 4-H Club member of Oxford, Ohio. Prize-winning "meat-type" hog was purchased for The H. H. Meyer Packing Co., Cincinnati, which enthusiastically has supported breeders in the development of hogs with a higher "lean meat and less fat" value. Grand champion was purchased for Gary Brown, hog buyer of the "Partridge" firm, by Norris, Brock Co., Cincinnati live-stock commission merchants.

ers, Ltd., at Vancouver. He previously was manager of the beef department at the company's Edmonton plant. GERRY SPEERS, who was assistant beef manager at Edmonton, succeeds Easton as manager.

## TRAILMARKS

CHARLES C. HAWLEY, treasurer, Meat Packers Equipment Co., Oakland, Calif., returned to work recently after a 14-month bout with

polio. Hawley was stricken with polio in the summer of 1954 while on a business trip through the Pacific Northwest.

U. S. Senator PRICE DANIEL of Texas will address the second annual "Beef Week Supper" of the Texas Beef Council at 6 p.m. Monday, October 31, in the Pioneer Palace, Fat Stock Show Grounds, Fort Worth.

DR. ROY E. MORSE, formerly research director for William J. Stange Co. in Chicago, has joined Rutgers University at New Brunswick, N. J., as professor of food technology. His work will consist largely of teaching coupled with research. Dr. Morse is well known for his work in meat

and other food preservation and preparation.

HERBERT J. BUCHARD, formerly of E. G. James Co., has joined the staff of Sloman Lyons Brokerage Co., New York City, as a provision trader.

## DEATHS

WILLIAM R. MCBROOM, 48, of Eugene, Ore., died October 21 after a long illness. He formerly was president of Irish & McBroom Packing Co. in Eugene.

MERVIN HUGHES, former manager of Armour and Company at Macon, Ga., died recently of a heart attack.



TO HELP REDUCE night railroad crossing crashes, of which there were more than 300 causing deaths in the nation in 1954, Geo. A. Hormel & Co., Austin, Minn., has been reflectorizing its refrigerator cars. Eight round white Scotchlite disks, 4 in. in diameter, are affixed to the cars at 5-ft. intervals at a level which brings them into the motorist's vision enabling him to see the moving freight train. Since Hormel refrigerator cars move in groups of 30 or more, the succession of luminous round white disks attracts attention in time to prevent a crash. North American Car Corp., Chicago, which leases the cars, is reflectorizing them at Hormel's request. Lee H. S. Roblee, president of the corporation, says observation of the reflectorized Hormel cars at dark crossings has impressed him greatly. He hopes other car users will follow Hormel's example to help reduce railroad crossing accidents.

## North Platte Meat Plant

[Continued from page 19]

aging into 1-lb. and 2-lb. print boxes and 5-, 10-, and 50-lb. tubs. Hydrogenated flakes and antioxidant are employed.

Beef hanging in the coolers is treated by guarded Pasteuray sterilizing lamps. All coolers are refrigerated by Baker and Vilter flooded ammonia floor units except in the



CONVENIENCE OF PAPER BAGS in packing small orders for short hauls is demonstrated by Jack Welsh, shipping supervisor.

freezer where finned type blower units are attached to the ceiling.

Packing of small orders for short hauls is in large 2-ply paper bags. Advantages of using the bags are that they can be closely piled to provide more truck capacity and can be sorted easily for faster delivery. The work of selecting cartons is avoided and the space wasted by partially-filled boxes is saved. Jack Welsh, shipping supervisor, says that product does not suffer in delivery, handling is much easier and costs are materially reduced. The bags, furnished by the Union Bag & Paper Co., hold up to 50 lbs. of individual packages. For longer hauls and for shipment by common carrier orders are packed in conventional cartons.

## Western Beef Promotion Gets Cowmen's Backing

The California Cattlemen's Association has voted to join with the Western States Meat Packers Association and the California Cattle Feeders Association in a six-month advertising campaign to promote western fed beef versus eastern fed beef.

The WSMPA board of directors approved the joint effort recently, and the matter now is before the directors of the feeder group. Findings of a two-year feeding project of the University of California College of Agriculture at Davis are to be the basis of the promotion.

## Centralized Freezing of Fresh Meats Predicted

A new era for the meat industry, in which 90 per cent of all meat will be purchased by the consumer in the fresh-frozen state, was predicted recently by Leonard I. Berkowitz, general manager of the fresh-frozen meats division, L. B. Darling Co., Worcester, Mass.

In an address delivered to the 43rd conference of Operation, Inc., in Chicago, Berkowitz described frozen meat as the "Rip Van Winkle of the frozen food industry." He discussed in detail problems of consumer acceptance, processing, distribution, marketing, packaging and the different costs.

The increased use of home freezers and the convenience factor were cited by Berkowitz as important indications that the housewife is willing to accept frozen meat as she already has many other frozen food products, such as vegetables, fruits, fish and poultry.

In advocating central processing, Berkowitz noted that the freezing operation would probably not be economical at the store or local level. He recommended private labels that would retain local identification, with distribution through a cold storage warehouse system. Quality control would be insured by these centrally-located processing plants and the retailer would be relieved of many problems presently faced in the handling of fresh meats.

In considering the packaging operation, Berkowitz emphasized the importance of maintaining juices and flavor, of increasing storage life and of an attractive wrapping. To attain this goal with frozen meats he recommended a vacuum-sealed package to safe-guard against dehydration and to maintain the quality of the product for a considerable length of time.

"In a vacuum-sealed package there is much less transfer of juices . . . the life of the product is much longer, and this allows for buying on a lower market," he stated.

Berkowitz indicated that the cost of merchandising frozen meat might be as much as 5 per cent lower than fresh meat due to reduced shrinkage in frozen cuts, the stabilization of the market price through increased storage life, and efficient labor and high volume through central freezing operations.

"We now know how to produce, package, market, and sell quality fresh-frozen meat at a competitive price . . . the retailer and the housewife are ready to accept their meat frozen," he concluded.

# Cannon BRAND

DICED SWEET  
RED PEPPERS

FIRST  
AND FOREMOST  
IN  
reputation  
quality  
dependability

Cannon  
Since 1881  
CANNED FOODS

H. P. CANNON & SON, INC.  
Main Office & Factory  
Bridgeville, Delaware  
Plant No. 2 Dunn, North Carolina

The

## DEARBORN MEAT CO.

2055 West Pershing Road  
Chicago 9, Illinois

announces  
the election of

## Mr. Moe Goldberg

as Vice-President

effective October 14, 1955

We specialize in boneless beef cuts for canners, sausage makers, frozen meat fabricators, provisioners as well as Export trade. Large facilities that will appeal to users who require consistent service on substantial tonnage.



**BOOKKEEPER** Dwight J. Mortimer is writing a statement from the unpaid invoices readily at hand in fire-resistant desk. Daily invoices are filed in visible pockets by customer name. When a remittance is received, the invoice is removed from pocket and placed in a paid file. The system replaces the customer ledger card.

and has more time available than previously for his credit and collection work. The invoice accounting procedure is now easier, faster and simpler.

Under our new system, the copy of the six-part snap-out form which comes to the bookkeeping department is filed in the visible "Kolect-A-Matic" pocket designated for the particular customer. The indexing card secured under the celluloid at the top edge of the pocket is also the credit history card bearing the basic information such as bank references, credit

## How We Are Saving on Accounting

By **JAMES P. MARZANO**  
*Office Manager, Wm. Davies Co., Inc.*

**B**Y doing one of our accounting steps more easily and simply, we are saving an appreciable amount of money each week. Yet we did not undertake to adopt this money-and-time-saving procedure until we were literally forced into it.

This may sound somewhat contradictory, but our experience proves that a company can overlook opportunities for savings close at hand until a situation arises that practically forces those savings upon it.

The William Davies Co. prepares and sells packaged meat products under the brand name "Perfection". Our salesmen sell our products direct to the meat markets and groceries in the Midwest, and deliveries are made by our trucks. The salesman writes up the order on a six part snap-out order form. One copy goes to the customer, one is retained by the salesman, one goes to the plant department for filling the order, another goes to the bookkeeping department, one is taken by the truck driver for delivery signature, and the original is used for sales analysis.

Until early this year, the bookkeeping department transcribed the amount of each order on the customer's ledger card which was filed in a tray by customer name. These accounts receivable ledger trays were placed in a safe vault each night and carried out into the office each morning. The copy of the order, actually the invoice, was filed by number.

With approximately 200 of these

invoices handled daily, it required the full-time services of one man and about two-thirds of the time of a second to transcribe the amounts of the invoices onto the ledger cards. What little time the second man had left was devoted to checking credits, following up collections, etc. However, that surplus time was never adequate for his credit analysis activities. For years we went along in this way until the situation itself became critical.

The ledger clerk who had been spending all his time in posting the invoices on the ledger cards decided to leave his job. In addition, we had to purchase new desks and ledger filing equipment to replace and expand our facilities. Before trying to find a replacement for our ledger clerk and ordering the new equipment, we decided to look into a more efficient method of handling accounts.

Investigation confirmed our hopes that there was a system that would be better for us, and we called in a Remington Rand methods engineer to study our problem. He came up with the answer: simplified unit invoice accounting procedure.

We purchased a single fire-resistant "Safe-Ledger" desk equipped with "Kolect-A-Matic" trays, and set up the SUIAP system on March 1. With the resignation of our ledger clerk, the remaining clerk now handles all the invoice accounting work alone,

references and habits of payment.

When each day's invoices are received, the bookkeeper runs an adding machine tape on the totals to act as a control and to compare with the total of the sales analysis copies. The invoice copies are then filed in the proper pockets in place of entering them on a ledger as was our former practice. When payments are received, the invoices are removed from the pockets, any plus or minus adjustments are made if necessary, and a tape is run to check with the day's total receipts.

The paid invoices are retained in a separate file for one week, when a trial balance is run on the week's business. Then the invoice is filed by the customer served as a ready reference of past business. The whole operation of filing invoices, entering payments, and balancing the records is now so much faster than our previous method of entering each invoice's total on a customer's ledger card, that one man does it alone in half the time two men previously required to handle the accounts.

Every week a statement is prepared and sent to each customer. This statement is made up from the unpaid invoices in the "Kolect-A-Matic" file, and is a laborious task, one on which many of the general office staff pitch in to help. This situation, however, existed before, and is in no way more difficult under the SUIAP system. We are looking forward to the time when we will be able to mod-

From **PORTLAND, OREGON** to **PORTLAND, MAINE . . .**  
fine sausage-makers use natural casings!

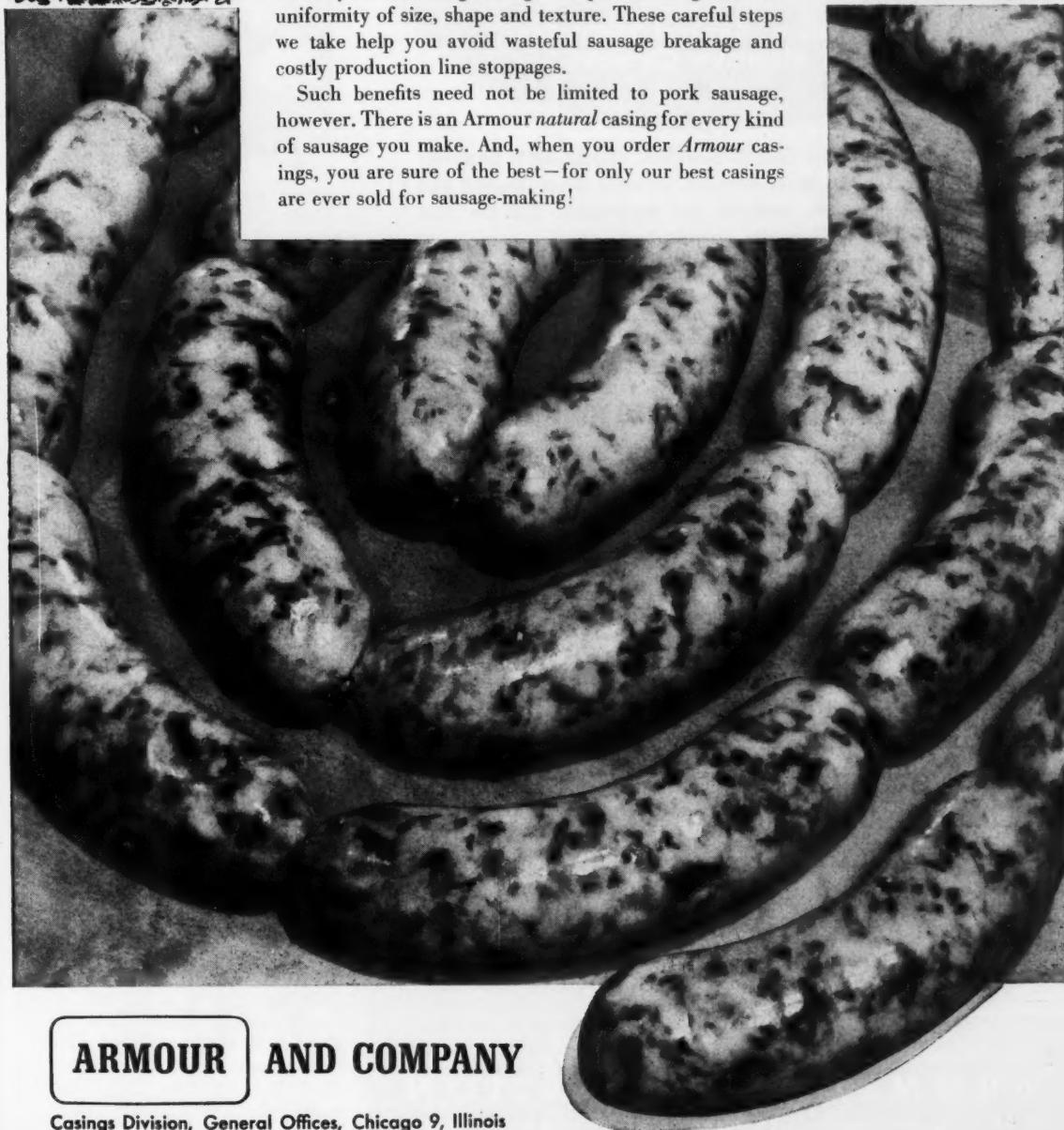


You'll make your best  
**PORK SAUSAGE** with  
**ARMOUR HOG CASINGS!**

The best pork sausage the country over may vary in leanness or in spiciness to suit regional tastes. Yet, one part never changes. The casings are always *natural* casings. First choice of many of the finest sausage-makers is Armour Hog Casings. And here's why.

Every Armour Hog Casing is inspected and graded for uniformity of size, shape and texture. These careful steps we take help you avoid wasteful sausage breakage and costly production line stoppages.

Such benefits need not be limited to pork sausage, however. There is an Armour *natural* casing for every kind of sausage you make. And, when you order *Armour* casings, you are sure of the best—for only our best casings are ever sold for sausage-making!



**ARMOUR** AND COMPANY

Casings Division, General Offices, Chicago 9, Illinois

**See DuBOIS At BOOTH #202**  
**American Meat Institute Convention**

RECOGNIZED LEADER  
 in Packinghouse Sanitation  
 and Processing

Laboratories, Warehouses, Technicians,  
 Compounds and Equipment to  
 serve you better

Dehairing, Industrial Washing and  
 Heavy Duty Cleaning Compounds

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**STOP IN FOR YOUR FREE CANDID SOUVENIR PHOTOGRAPH (instantly developed). See the latest advances in meat plant cleaning and processing compounds, methods and equipment. Get the facts about our nation-wide service organization.**

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**The DuBOIS Co., Inc.** Representatives and Warehouses Coast-to-Coast  
 LOS ANGELES CINCINNATI NEW YORK

**KNOW YOUR MARKETS at the time you BUY or SELL!**

Daily closing markets on meats, by-products and livestock rushed to you by first class mail at the close of trading — The Daily Market and News Service — an easy to read, instant price guide which covers 28 product classifications and prints over 350 quotations daily.

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More than a thousand Subscribers recognize: A SINGLE CAR BOUGHT AT  $\frac{1}{4}$  CENT LESS PER POUND, OR ONE CAR SOLD AT  $\frac{1}{4}$  CENT MORE PER POUND, MORE THAN PAYS FOR A FULL YEAR'S SUBSCRIPTION.

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**THE NATIONAL PROVISIONER**

15 West Huron Street

Chicago 10, Illinois

A good seasoning is the secret  
 of good sausage . . . but it's no  
 secret that AROMIX high quality

**AROMIX**  
 packs a sales wallop!

seasonings and specialties pro-  
 vide the sales punch your quality  
 sausage and loaves deserve. Go  
 a "round" or two with AROMIX.

**AROMIX CORPORATION**

1401-15 W. Hubbard St. • Chicago 22, Ill. • Monroe 6-0970-1

ernize our setup even further and combine the preparation of our weekly statements with the trial balance listing machine.

Our records show that the difference in cost between the replacement desk and files we would have had to buy, and the price of the "Safe-Ledger" desk plus the "Kollect-A-Matic" files was fully covered in



OFFICE MANAGER James P. Marzano of William Davies Co., Chicago, Illinois.

less than eight weeks by the actual saving of the salary of the one man whose replacement was rendered unnecessary. We have continued to realize that saving every week since.

In addition to the monetary savings, we have gained a number of other advantages:

We no longer have to carry the ledger trays into the vault every night and bring them out again every morning. We have protection for our records right at the point of use.

The complete invoice is now readily at hand for reference instead of being merely a total on the ledger card. Previously, when we had to refer to an invoice we had to look up the ledger card to get the invoice number, then go to the invoice file and locate it by its number.

So, adding it all up, by being forced into changing our accounts receivable methods, we have come up with a faster, cheaper, and easier system.

**Three Pittsburgh Firms  
 Grant 14c Wage Increases**

Some 600 employees of three Pittsburgh packing companies will receive a 14c hourly wage increase, retroactive to August 1, under a new contract signed with Local 424 of the Amalgamated Meat Cutters and Butcher Workmen of North America.

The companies are Oswald and Hess, Inc., Keystone Chip Steak Co. and Denholm Packing Co. The agreement follows the national pattern.

# ALL MEAT... output, exports, imports, stocks

## Meat Output Up More; 13% Over 1954

Production of meat rose for the second straight week as volume increased 4 per cent to 450,000,000 lbs. from 432,000,000 lbs. the week before and showed the widest spread, 13 per cent over the same 1954 period in a long time. Total production a year ago was 397,000,000 lbs. Slaughter of all animals, except sheep was larger than the previous week, with that of cattle up 2 per cent and hogs up 6 per cent. The week's hog kill was 25 per cent larger than a year earlier and the second largest for any week since January 1953. Estimated slaughter and meat production by classes appear below as follows:

Week ended	BEEF		PORK (Excl. lard)		TOTAL MEAT PROD.
	Number M's	Production Mill. lbs.	Number M's	Production Mill. lbs.	
Oct. 22, 1955	397	213.2	1,539	202.2	
Oct. 15, 1955	391	208.8	1,451	190.2	
Oct. 23, 1954	387	198.8	1,234	162.8	450

Week ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD.
	Number M's	Production Mill. lbs.	Number M's	Production Mill. lbs.	
Oct. 22, 1955	181	22.1	288	12.7	450
Oct. 15, 1955	168	20.8	288	12.7	432
Oct. 23, 1954	176	22.4	305	13.3	397

1950-55 HIGH WEEK'S KILL: Cattle, 425,695; Hogs, 1,859,215; Calves, 182,240; Sheep and Lambs, 369,561.

1950-55 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

AVERAGE WEIGHTS AND YIELD (LBS.)					
CATTLE			HOGS		
Live	Dressed		Live	Dressed	
Oct. 22, 1955	980	537	229	131	
Oct. 15, 1955	975	534	228	131	
Oct. 23, 1954	951	514	234	132	

CATTLE					
CALVES			SHEEP AND LAMBS		
Live	Dressed		Live	Dressed	Per cwt. Mill. lbs.
Oct. 22, 1955	220	122	92	43	13.8 48.5
Oct. 15, 1955	235	124	93	44	13.6 45.0
Oct. 23, 1954	233	127	92	44	14.3 41.2

**Cattle More Productive Than 30 Years Ago**

Today's cattle are over a third more productive than were their ancestors of 30 years ago, according to results of an Agricultural Marketing Service study reported by Harold F. Breimyer.

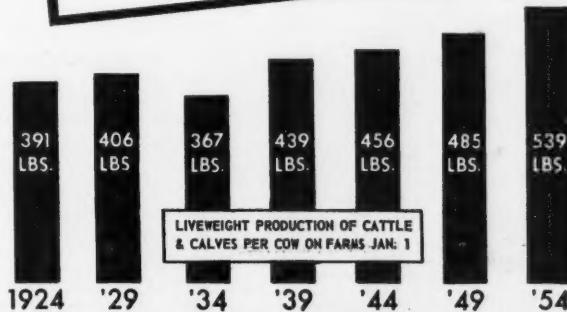
In 1954, 539 lbs. liveweight of cattle and calves were produced for each cow on farms at the beginning of the year. This was 148 lbs. more than in 1924, the AMS study disclosed. Liveweight production includes the weight of calves produced and the gain put on cattle during the year.

Better animals, better care, more



### Cattle Productivity Up 38% in 30 Years

Average Increase - 5 Lbs. Per Year



feeding, and a swing to beef types account for this increase. Farmers pay more attention to the characteristics and genetic history of breeding cattle they buy than they used to. More productivity is bred into the stock. A higher proportion of cows produce calves, and death losses have been reduced. More cattle are now finished on grain feed, and the average carcass weight at slaughter has risen from 474 lbs. in 1920-24 to 511 lbs. in 1950-54. Also adding to output rates is a higher proportion of cattle and fewer calves in total slaughter, Breimyer pointed out.

Part of the gain in productivity is accounted for by the larger number of beef cattle now in the cattle herd. In 1924, only 35 per cent of all cows were beef cows; milk cows outnumbered beef cows by about two to one. Currently, 50 per cent of all cows are beef animals. Cattle of beef breeding gain faster and more efficiently than dairy cattle.

More beef cattle in the inventory largely explains the heavier average slaughter weights and the higher proportion of mature cattle in slaughter. Producers and consumers both benefit from these trends. The producer has more beef to sell from his investment in cow herd, while the consumer has more beef to eat. Since cow numbers have increased from 34,250,000 in 1924 to 48,500,000 in 1955, a record 79 lbs. of beef is being supplied per person even though the population has risen in the same period by about 38,000,000 persons.

### Meat, Market Index Steady

The wholesale price index on meats and average primary market prices were unchanged at 79.4 and 111.2 per cent, respectively, in the week ended October 18, according to the Bureau of Labor Statistics. Live hogs declined 4.1 and cottonseed oil, 2.6 per cent; while tallow rose 1.3 and lard, 2.5 per cent during the period.

### Chicago Hogs at 13-Yr. Low; Pork Drop Not As Drastic

The market for live hogs this week plunged to its lowest levels in many years as top grades Tuesday sold at \$13.65 per cwt. This was the lowest top since early December of 1942 and the average at \$13.05 was the lowest since July, 1944. The market later gained strength as farmers withheld stock from the market in protest against the sharp decline.

# PROCESSED MEATS . . . SUPPLIES

## Volume Of Meat Food Processed Down In September; Average Above 1954

**T**OTAL volume of meats and meat food products prepared and processed under federal inspection in the four weeks of September amounted

items were down from last year, the rate of output was larger in all instances.

There was a small increase in rate

### MEATS AND MEAT FOOD PRODUCTS PREPARED AND PROCESSED UNDER FEDERAL INSPECTION—SEPTEMBER 4 THROUGH OCTOBER 1, 1955 COMPARED WITH FIVE-WEEK PERIOD, AUGUST 29 THROUGH OCTOBER 2, 1954

	Sept. 4-Oct. 1 1955	Aug. 29-Oct. 1 1954	39 Weeks 1955	39 Weeks 1954
Placed in cure—				
Beef	12,485,000	17,304,000	116,289,000	114,474,000
Pork	274,843,000	316,205,000	2,687,451,000	2,316,633,000
Other	370,000	120,000	1,750,000	1,388,000
Smoked and/or dried—				
Beef	5,237,000	5,744,000	45,992,000	44,015,000
Pork	139,146,000	228,184,000	1,880,515,000	1,621,897,000
Cooked Meat—				
Beef	6,760,000	6,944,000	56,048,000	54,619,000
Pork	22,109,000	25,849,000	238,206,000	193,269,000
Other	326,000	388,000	3,752,000	2,902,000
Sausage—				
Fresh finished	17,944,000	20,131,000	161,367,000	145,240,000
To be dried or semi-dried	11,150,000	11,775,000	100,631,000	97,130,000
Franks, wiener	46,755,000	55,144,000	470,609,000	489,111,000
Other, smoked, or cooked	50,609,000	62,627,000	471,598,000	470,133,000
Total sausage	126,458,000	149,677,000	1,204,203,000	1,151,612,000
Loaf, head cheese, chili, jellied products	18,531,000	17,768,000	155,092,000	148,840,000
Steaks, chops, roasts	53,981,000	57,811,000	484,734,000	460,999,000
Bouillon cubes; extract	21,070,000	470,000	1,448,000	2,408,000
Sliced bacon	76,870,000	83,000,000	704,066,000	568,596,000
Sliced, other	12,200,000	11,230,000	107,953,000	78,603,000
Hamburger	12,722,000	13,324,000	117,301,000	101,800,000
Milkfat-containing meat products	1,882,000	1,735,000	13,836,000	32,094,000
Lard, rendered	139,308,000	155,199,000	1,378,024,000	1,173,479,000
Lard, refined	113,874,000	121,883,000	1,066,212,000	930,130,000
Oleo stock	9,251,000	10,557,000	86,902,000	86,785,000
Edible tallow	12,793,000	13,754,000	119,334,000	112,227,000
Rendered pork fat—				
Rendered	7,724,000	9,474,000	76,862,000	68,298,000
Refined	4,754,000	5,600,000	57,211,000	41,365,000
Compound containing animal fat	46,484,000	44,588,000	365,154,000	314,365,000
Oleomargarine containing animal fat	3,462,000	3,644,000	29,774,000	22,363,000
Canned product (for civilian use and Dept. of Defense)	132,999,000	124,462,000	1,428,690,000	1,375,143,000
Total	1,296,976,000	1,431,462,000	12,304,479,000	10,937,210,000

\*This figure represents "inspection pounds" as some of the products may have been inspected and recorded more than once due to having been subjected to more than one distinct processing treatment, such as curing first and then canning.

to 1,296,976,000 lbs. This was a smaller amount than the 1,431,462,000 lbs. prepared and processed in five weeks last year, but the weekly average indicated an increase in such operations. Although totals of other

of sausage preparation, with 126,458,000 lbs. of product put up this year against 149,677,000 lbs. in five weeks last year. Despite the shorter work period, the amount of loaves, head cheese, chili, etc. processed at 16,-

### DOMESTIC SAUSAGE

(l.c.l. prices)

Pork sausage, hog cas.	44 1/2
Pork sausage, bulk	26 1/2@34 1/2
Pork sausage, sheep cas.	
1-lb. pkgs.	47 1/2@50
Pork sausage, sheep	47 1/2@50
5/8-lb. pkgs.	45 1/2@48
Frankfurters, sheep cas.	49 1/2@58
Frankfurters, skinless	40 1/2@43
Bologna (ring)	39 1/2@42
Bologna, artificial cas.	33 1/2@35
Smoked liver, hog bungs	43 1/2@45
Smoked liver, avg. cas.	34 1/2@35 1/2
New Eng. lunch	59 1/2@60
Pork sausage, smoked	50 1/2@57
Tongue and blood	42 1/2@58
Olive loaf	44 1/2@550
Pepper loaf	54 1/2@58
Pickle & Pimento loaf	40 1/2@43

### SEEDS AND HERBS

(l.c.l. prices)

Ground	Whole for sausage
Caraway seed	25 30
Comino seed	22 27
Mustard seed,	
fancy	23
Yellow, American, 18	
Oregano	34
Coriander, Morocco, Natural, No. 1, 24	28
Marjoram, French	52
Sage, Dalmatian, No. 1	58
Sage, Dalmatian, No. 1	66

### DRY SAUSAGE

(l.c.l. prices)

Cervelat, ch. hog bungs	89@92
Thuringer	47@50
Farmer	72@75
Holsteiner	74@77
B.C. Salami	80@83
Geno style salami, ch.	93@96
Pepperoni	66@70
Cooked Salami	38@42
Sicilian	84@88

### SPICES

(Basis Chgo., orig. bbls., bags, bales)

Whole	Ground
Alspice, prime	1.03
Resifted	1.10
Chili Powder	47
Clove	41
Ginger, Jam, unbl.	66
Mace, fancy, Banda	2.40
Weat Indies	2.20
East Indies	2.30
Mustard flour, fancy	37
No. 1	33
West India Nutmeg	67
Paprika, Spanish	51
Pepper, cayenne	54
Pepper	2.40
Red, No. 1	53
White	64
Black	52
	56

### SAUSAGE CASINGS

(l.c.l. prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 1 1/2 to 1 1/2 inch	60@ 80
Domestic rounds, over 1 1/2 inch, 140 pack.	75@ 90
Export rounds, wide, over 1 1/2 in.	1.25@1.50
Export rounds, med., 1 1/2@1 1/2 in.	85@1.15
Export rounds, narrow, 1 1/4 down	1.00@1.25
No. 1 wens, 24 in. up.	12@ 16
No. 1 wens, 22 in. up.	9@ 13
No. 2 weansards	8@ 10
Middles, sew, 1 1/2@2 1/2 in.	1.25@1.45
Middles, select, wide, 2 1/2@3 1/2 in.	1.75@1.95
Middles, extra select, 2 1/2@3 1/2 in.	1.85@2.50
Beef bungs, exp. No. 1.	25@ 34
Beef bungs, domestic.	20@ 25
Dried or salt, bladders, piece:	
5 in. wide, flat	9@ 15
10-15 in. wide, flat	9@ 13
12-15 in. wide, flat	14@ 22
Pork casings:	
Extra narrow, 20 mm.	
& dn.	4.00@4.35
Narrow, medium,	
29@32 mm.	3.70@4.15
32@35 mm.	2.30@2.60
Spec. med.,	
35@38 mm.	1.50@1.85

### SOW BUNGS

(l.c.l. prices)

Export bungs, 34 in.	45@ 55
Lge. pr. bungs, 34 in.	27@ 36
Med. prime bungs, 34 in.	
in. cut	20@ 26
Small prime bungs	14@ 20
Hog middles, 1 per set, cap. off	55@ 70

### Sheep Casings (per hank):

26/28 mm.	5.15@5.75
24/26 mm.	5.50@5.80
22/24 mm.	4.75@5.15
20/22 mm.	3.75@4.10
18/20 mm.	2.75@2.93
16/18 mm.	1.75@2.15

### Curing Materials

(Cwt.)

Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo.	\$10.31
Pure rfd. gran. nitrate of soda	5.65
Pure rfd., powdered nitrate of soda	8.65
Salt, in min. car. of 45,000 f.o.b. Chgo. gran. ton.	28.00
lbs. only paper sacked	
Rock, per ton in 100-lb. bags, f.o.b. whse., Chgo.	26.00
Sugar, raw, 96 basis, f.o.b. N.Y.	6.05
Rock, standard cane gran. basis (Chgo.)	8.50
Packers, curing sugar, 100-lb. bags, f.o.b. Reserve, Ia.	
less 2%	8.35
Dextrose, per cwt.	
Cerecose, Reg. No. 53	7.55
Ex-W'h'se., Chicago	7.65

531,000 lbs., was only a small amount less than that for the longer period of 1954, the volume of which was 17,768,000 lbs.

The volume of steaks, chops and roasts prepared amounted to 53,981,000 lbs. compared with 57,611,000 lbs. last year. A total of 76,870,000 lbs. of bacon was sliced as against 83,009,000 lbs. a year earlier. The rate of lard rendering rose, as 139,308,000 lbs. of product was processed in four weeks compared with 158,199,000 lbs. in the longer period last year.

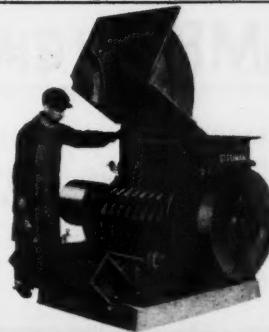
### MEAT AND MEAT FOOD PRODUCTS CANNED UNDER FEDERAL INSPECTION IN THE FOUR-WEEK PERIOD, SEPTEMBER 4 THROUGH OCTOBER 1, 1965

Pounds of finished product	Slicing	Consumer and in- stitutional or shelf sizes	Consumer sizes (3 lbs. or over)	(under 3 lbs.)
Luncheon meat	11,322,000	7,980,000		
Canned ham	13,220,000	331,000		
Canned beef hash	292,000	6,700,000		
Chili con carne	616,000	12,800,000		
Viennas	374,000	5,526,000		
Franks, wiener in brine	22,000	300,000		
Deviled ham	.....	608,000		
Other potted or deviled meat food products	.....	3,220,000		
Tamales	200,000	2,590,000		
Sliced dried beef	18,000	335,000		
Chopped beef	.....	2,620,000		
Meat stew (all product)	81,000	5,004,000		
Spaghetti meat products	214,000	5,807,000		
Tongue (other than pickled)	97,000	123,000		
Vinegar pickled products	914,000	1,490,000		
Bull sausage	75,000	418,000		
Hamburger, roasted or corned beef, meat and gravy	.....	246,000	2,777,000	
Soups	1,745,000	21,725,000		
Sausage in oil	491,000	320,000		
Tripe	.....	219,000		
Brains	17,000	197,000		
Loins and picnics	1,704,000	21,000		
All other meat with meat and/or meat by-products — 20% or more	202,000	5,662,000		
Less than 20%	501,000	9,399,000		
Totals	.....	32,233,000	96,156,000	

## For REDUCING PACKING HOUSE BY-PRODUCTS

Stedman equipment has enjoyed an enviable reputation in the Meat Packing and Rendering Industries for well over 50 years. Builders of Swing Hammer Grinders, Cage Disintegrators, Vibrating Screens, Crushers, Hashers — also complete self-contained Crushing, Grinding, and Screening Units. Capacities 1 to 20 tons per hour.

Builders of Dependable Machinery Since 1834



# STEDMAN 2-STAGE HAMMER MILLS

STEDMAN FOUNDRY & MACHINE COMPANY, INC.  
Subsidiary of United Engineering and Foundry Company  
General Office & Works: AURORA, INDIANA

**HYGRADE**  
in name...  
high grade in fact!

HYGRADE'S BEEF · VEAL · LAMB  
HYGRADE'S ALL-BEEF FRANKFURTERS  
HYGRADE'S ORIGINAL WEST VIRGINIA CURED HAM  
HYGRADE'S HONEY BRAND HAMS & BACON

...also a complete line of Hygrade's Frozen Meats, Pre-Cooked Frozen Foods, and Canned Meats

HYGRADE'S CORNED BEEF AND TONGUE

HYGRADE FOOD PRODUCTS CORP.  
EXECUTIVE OFFICES: 2011 MICHIGAN AVENUE, DETROIT 16



### 10 Good Reasons for Using CAINCO

#### Albulac\*

- Binds Low Protein Meats!
- Solidifies Under Heat!
- Holds Shrinkage to a Minimum
- Improves Shelf Life!
- Minimizes Jelly Pockets!
- Stabilizes Water and Fat!
- Increases Yield!
- Improves Sausage Texture!
- Supplements Natural Albumen!
- Controls Moisture!

CAINCO ALBULAC IS A HIGH ALBUMEN . . . EXCEPTIONALLY ADHESIVE . . . SPRAY DRIED . . . PURE MILK PRODUCT!

Manufactured Exclusively for

## CAINCO, INC.

Seasonings and Sausage Manufacturers Specialties

222-224 W. KINZIE

\*Powdered Milk Product

CHICAGO 10, ILL.



Our competent staff of experienced packinghouse men is now at the service of MR. PACKER, U.S.A. Whatever your management or production problem, we have the answers you are looking for: lowered production costs . . . an end to lost profits . . . 100% realization of your profit potential. Let us hear from you. No obligation, of course.

FOOD MANAGEMENT, INCORPORATED  
6866 ELWYNNE DRIVE CINCINNATI 36, OHIO  
(Phone Tweed 1-2502)

# BEEF-VEAL-LAMB... Chicago and outside

## CHICAGO

Oct. 25, 1955

### WHOLESALE FRESH MEATS

#### CARCASS BEEF

	(l.c.l. prices)	BEEF PRODUCTS	
Native steer:			
Prime, 600/800	37	Tongues, No. 1, 100's	25 @27
Choice, 500/700	36 1/2	Hearts, reg., 100's	10 1/2
Choice, 700/800	35 1/2	Livers, sel., 30/50's	23 @24
Good, 500/700	33 1/2	Livers, scalped, 100's	16 1/2
Commercial cows	23 1/2	Livers, unscalped, 100's	7 1/2
Bulls	24 1/2 @24 1/2	Tripe, scalded, 100's	6 1/2
Canner & cutter cows	20%	Tripe, cooked, 100's	5 1/2
		Lungs, 100's	5 1/2
		Melts, 100's	6 1/2
		Udders, 100's	4 1/2

#### PRIMAL BEEF CUTS

	(l.c.l. prices)	FANCY MEATS	
Prime:			
Hindqtrs., 5/800	50n	Beef tongues, corned	35
Foreqtrs., 5/800	31n	Veal breads, under 12 oz.	58
Round, all wts.	43 @42%	12 oz. up	90
Trd. loins, 50/70 (lcl.)	73 @65	Calf tongue, 1 lb./down	18
Sq. chuck, 70/90	33n	Ox tails, under 1/2 lb.	11 1/2
Arm chucks, 60/110	31n	Ox tails, over 1/2 lb.	13
Briskets	24 @26		
Ribs, No. 1	50 @53		
Navels, No. 1	12 1/2		
Flanks, rough No. 1	14 1/2		

	(l.c.l. prices)	BEEF SAUS. MATERIALS	
		FRESH	
		C. C. cow meat, bbls.	31
		Bull meat, bon'l's, bbls.	34
		Beef trim., 75/80, bbls.	22 1/2
		Beef trim., 85/90 bbls.	26 1/2 @27
		Bon'l's chucks, bbls.	30 1/2 @31
		Beef cheek meat,	17 1/2
		Beef head meat, bbls.	16 1/2
		Shank meat, bbls.	30 1/2
		Veal trim., bon'l's, bbls.	24 @25

	(l.c.l. prices)	VEAL—SKIN OFF	
		(Carcass)	

	(l.c.l. prices)	CARCASS LAMB	

	(l.c.l. prices)	CARCASE MUTTON	

	(l.c.l. prices)	PACIFIC COAST WHOLESALE MEAT PRICES	

	(l.c.l. prices)	FRESH BEEF (Carcass): Los Angeles Oct. 25	San Francisco Oct. 25	No. Portland Oct. 25
STEER:				
Choice:				
500-600 lbs.	\$35.00 @37.00	\$37.00 @39.00	\$40.00 @41.00	
600-700 lbs.	34.00 @36.00	35.00 @37.00	39.00 @40.00	
Good:				
500-600 lbs.	32.00 @36.00	34.00 @35.00	36.00 @39.00	
600-700 lbs.	30.00 @33.00	32.00 @34.00	35.00 @38.00	
Commercial:				
350-600 lbs.	30.00 @33.00	30.00 @32.00	30.00 @35.00	
COW:				
Commercial, all wts.	23.00 @25.00	23.00 @28.00	24.00 @30.00	
Utility, all wts.	20.00 @23.00	21.00 @23.00	22.00 @27.00	
Canner-cutter	None quoted	17.00 @21.00	18.00 @21.00	
FRESH CALF	(Skin-off)	(Skin-off)	(Skin-off)	
Choice:				
200 lbs. down	36.00 @39.00	33.00 @35.00	34.00 @37.00	
Good:				
200 lbs. down	34.00 @37.00	32.00 @34.00	33.00 @35.00	
LAMB (Carcass):				
Prime:				
40-50 lbs.	39.00 @41.00	39.00 @41.00	39.00 @41.00	
50-60 lbs.	38.00 @39.00	38.00 @39.00	38.00 @41.00	
Choice:				
40-50 lbs.	39.00 @41.00	39.00 @41.00	39.00 @41.00	
50-60 lbs.	35.00 @39.00	38.00 @39.00	38.00 @41.00	
Good, all wts.	35.00 @39.00	35.00 @38.00	35.00 @39.00	
MUTTON (EWE):				
Choice, 70 lbs. down	14.00 @18.00	None quoted	12.00 @14.00	
Good, 70 lbs. down	14.00 @18.00	None quoted	12.00 @14.00	

## NEW YORK

Oct. 25, 1955

### WHOLESALE FRESH MEATS

#### BEEF CUTS

(l.c.l. prices)

	Western
Steer:	
Prime carc.	6/700 \$.41.00@42.00
Prime carc.	7/800 .40.00@41.00
Choice carc.	6/700 .39.00@40.00
Choice carc.	7/800 .38.00@38.50
Hinds., pr.	6/700 .50.00@52.00
Hinds., pr.	7/800 .48.00@50.00
Hinds., ch.	6/700 .48.00@50.00
Hinds., ch.	7/800 .45.00@49.00

#### BEEF CUTS

(l.c.l. prices)

	City
Prime steer:	
Hindqtrs., 600/700	56.00@58.0
Hindqtrs., 700/800	49.00@54.0
Hindqtrs., 800/900	46.00@48.0
Rounds, flank off	44.00@46.0
Short loins, untrim.	45.00@47.0
Short loins, trim.	35.00@45.0
Flank	14.00@15.0
Ribs (7 bone cut)	48.00@56.0
Arm Chucks	34.00@36.0
Briskets	28.00@29.0
Plates	12.00@13.0
Foreqtrs. (Kosher)	36.00@38.0
Arm Chucks (Kosher)	36.00@40.0

#### BEEF CUTS

(l.c.l. prices)

	Western
Prime, 45/55	\$47.00@48.00
Prime, 40/45	49.00@50.00
Prime, 45/55	46.00@49.00
Choice, 30/40	44.00@46.00
Choice, 45/55	47.00@50.00
Choice, 45/55	45.00@47.00
Choice, 30/40	43.00@44.00
Good, 40/45	44.00@46.00
Good, 45/55	42.00@44.00
Good, 55/65	41.00@43.00

#### BEEF CUTS

(l.c.l. carcass prices)

	Western
Prime, 80/130	\$43.50@44.00
Prime, 80/130	37.00@40.00
Good, 50/80	32.00@38.00
Good, 80/130	30.00@34.00
Com'l, 50/80	22.00@25.00
Com'l, 80/130	24.00@26.00

#### VEAL—SKIN OFF

(l.c.l. carcass prices)

	Western
Prime, 45/55	\$43.50@44.00
Prime, 45/55	44.00@45.00
Choice, 45/55	43.50@44.00
Choice, 45/55	44.00@45.00
Choice, 45/55	42.00@44.00

#### VEAL—SKIN OFF

(l.c.l. carcass prices)

	Western
Prime, 45/55	\$40.00@42.00
Choice, 45/55	37.00@40.00
Good, 40/50	30.00@32.00
Good, 40/50	30.00@34.00
Com'l, 50/80	22.00@25.00
Com'l, 80/130	24.00@26.00

#### BUTCHER'S FAT

Shop fat (cwt.)

Breast fat (cwt.)

Edible suet (cwt.)

Inedible suet (cwt.)

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# PORK AND LARD ... Chicago and outside

## CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

### CASH PRICES

(Carlot Basis, Chicago Price Zone, Oct. 26, 1955)

#### SKINNED HAMS

	Fresh or F.F.A.	Frozen	Fresh or F.F.A.	Frozen
38 1/4	10/12	38 1/2	23n	23n
35	12/14	35	23	23
34 1/2 @ 37 1/2	14/16	34 1/2	21	21
34	16/18	34	20	20
36 1/2 @ 37	18/20	36 1/2	14/16	19 1/2
36 1/2 @ 36 1/2	20/22	36 1/2	16/18	19 1/2
36 1/2 @ 36 1/2	22/24	36 1/2	19 1/2	19 1/2
35 1/2 @ 35 1/2	24/26	35 1/2	19 1/2 @ 19 1/2 n	18/20
34	25/30	34	19 1/2	19 1/2
32 1/2	25/up, 2's in	32 1/2	Clear	

Note—Regular Hams 2 1/2c under skinned.

#### PICNICS

	Fresh or F.F.A.	Frozen	Job Lot	Car Lot
21	4/6	21	Fresh	Fresh
20 1/2	6/8	20 1/2		
21 1/2	8/10	21 1/2		
22	10/12	22		
20 1/2 @ 21 1/2 n	12/14	20 1/2 n		
20 1/2 @ 21 1/2	8/up, 2's in	20 1/2 n		

#### FAT BACKS

	Fresh or Frozen	Cured	Job Lot	Car Lot
8 1/2 n	6/8	106 10/10		
10n	8/10	106 10/10		
12n	10/12	12 1/2		
14n	12/14	14 1/2 @ 14 1/2		
14 1/2 n	14/16	14 1/2 @ 15		
14 1/2 n	16/18	14 1/2 @ 15		
14 1/2 n	18/20	14 1/2 @ 15		
14 1/2 n	20/25	14 1/2 @ 15		

#### LARD FUTURES PRICES

NOTE: Add 1/2 to all figures ending in 2 or 7.

#### FRIDAY, OCT. 21, 1955

	Open	High	Low	Close
Nov. 11.12	11.12	10.92	10.72	10.97
Dec. 10.80	10.82	10.70	10.72	10.80
Jan. 10.65	10.65	10.57	10.57	10.65
Mar. 10.60	10.75	10.57	10.57	10.75
May 10.80	10.80	10.77	10.77	10.77

#### MONDAY, OCT. 24, 1955

	Sales: 2,200,000 lbs.
Open interest at close Thurs., Oct. 20: Oct. 44, Nov. 234, Dec. 458, Jan. 188, Mar. 178, and May 81 lots.	

#### TUESDAY, OCT. 25, 1955

	Sales: 2,800,000 lbs.
Open interest at close Fri., Oct. 21: Oct. 31, Nov. 241, Dec. 459, Jan. 186, Mar. 181, and May 80 lots.	

#### WEDNESDAY, OCT. 26, 1955

	Sales: 11,480,000 lbs.
Open interest at close Mon., Oct. 24: Oct. 25, Nov. 238, Dec. 467, Jan. 190, Mar. 193, and May 88 lots.	

#### THURSDAY, OCT. 27, 1955

	Sales: 6,400,000 lbs.
Open interest at close Tues., Oct. 25: Nov. 220, Dec. 469, Jan. 188, Mar. 225, and May 98 lots.	

#### WEDNESDAY, OCT. 26, 1955

	Sales: 11,050,000 lbs.
Open interest at close Wed., Oct. 26: Nov. 215, Dec. 471, Jan. 188, Mar. 247, and May 105 lots.	

#### THURSDAY, OCT. 27, 1955

	Sales: 3,500,000 lbs.
Open interest at close Wed., Oct. 26: Nov. 215, Dec. 471, Jan. 188, Mar. 247, and May 105 lots.	

#### CHGO. ANN. BELLIES D.S. BELLIES

	FRESH	BELLIES	FROZEN
17a	18/20	21n	23n
17a	20/25	21n	19 1/2
16a	25/30	19 1/2	19 1/2
16a	30/35	19 1/2	18 1/2
15 1/2 a	35/40	18 1/2	17
15 1/2 a	40/50		

### ONLY LIGHT HOGS IMPROVED THIS WEEK

(Chicago costs and credits, first two days of the week.)

Hog costs, at their lowest levels in many years, and declining at a more rapid rate than pork prices, accounted for the better values on light hogs this week. Changes in values were uneven as mediumweight hogs lost part of the previous week's improvement in margins.

-180-220 lbs.—		-220-240 lbs.—		-240-270 lbs.—	
Value	Value	Value	Value	Value	Value
per cwt.	per cwt.	per cwt.	per cwt.	per cwt.	per cwt.
cwt.	cwt.	cwt.	cwt.	cwt.	cwt.
alive	alive	alive	alive	alive	alive
yield	yield	yield	yield	yield	yield
\$ 9.95	\$ 14.32	\$ 15.17	\$ 21.37	\$ 14.86	\$ 20.77
4.19	6.01	15.47	21.81	15.69	22.00
1.66	2.42	1.59	2.25	1.46	2.06
Cost of hogs .....	\$13.60				
Condemnation loss .....	.02				
Handling, overhead .....	1.75				
TOTAL COST .....	\$15.34	\$22.07	\$15.17	\$21.37	\$14.86
TOTAL VALUE .....	15.80	22.75	15.47	21.81	15.69
Cutting margin .....	-.8 .46	+.68	+.30	+.44	+.83
Margin last week ..+	.32	+.51	+.39	+.57	+.82

### PACIFIC COAST WHOLESALE PORK PRICES

	Los Angeles	San Francisco	No. Portland
	Oct. 25	Oct. 25	Oct. 25
FRESH PORK Carcass: (Packer Style)		(Shipper Style)	(Shipper Style)
80-120 lbs., U.S. 1-3.	None quoted	\$29.00 @ 31.00	None quoted
120-160 lbs., U.S. 1-3.	\$26.00 @ 28.00	26.00 @ 29.00	\$24.00 @ 25.00

#### FRESH PORK CUTS No. 1:

	LOINS:		
8-10 lbs.	38.00 @ 42.00	40.00 @ 42.00	41.00 @ 44.00
10-12 lbs.	38.00 @ 42.00	40.00 @ 42.00	41.00 @ 44.00
12-16 lbs.	38.00 @ 42.00	42.00 @ 44.00	40.00 @ 44.00

#### PICNICS:

	(Smoked)	(Smoked)	(Smoked)
4-8 lbs.	20.00 @ 37.00	32.00 @ 36.00	32.00 @ 35.00

#### HAMS, skinned:

	12-16 lbs.	16-18 lbs.	
	44.00 @ 48.00	48.00 @ 52.00	45.00 @ 50.00

#### BACON, "Dry" Cure No. 1:

	6-8 lbs.	8-10 lbs.	10-12 lbs.
	36.00 @ 44.00	34.00 @ 41.00	42.00 @ 43.00
	32.00 @ 40.00	42.00 @ 46.00	38.00 @ 44.00

#### LARD, Refined:

	1-lb. cartons	5-lb. cartons	50-lb. cartons & cans	Tierces
	15.00 @ 17.50	19.00 @ 20.00	15.00 @ 17.00	
	14.50 @ 17.00	18.00 @ 19.00	None quoted	

#### PORK CUTS: Oct. 25, 1955 (L.C. prices)

	Western
Pork loins, 8/12...	\$37.00 @ 38.00

#### PORK CUTS—U.S. 1-3, LB.:

	Regular loins, 8/12...	37 @ 39
Pork loins, 12/16...	37.00 @ 39.00	37 @ 39

#### PORK CUTS—REGULAR:

	Regular loins, 12/16...	37 @ 39
Pork loins, 16/18...	31.00 @ 32.00	31 @ 33

#### PORK CUTS—SPARERIBS:

	3/ down	35.00 @ 36.00
Spareribs, 3/ down	34.50 @ 41.00	38 @ 41

#### SKINNED HAMS:

	10/12	44 @ 46
Skin. hams, 10/12...	44 @ 46	44 @ 46

#### PIENIES, 4/8:

	27 @ 30
Skin. hams, 12/14...	31 @ 34

#### PIENIES:

	27 @ 30
Skin. hams, 12/14...	31 @ 34

#### PIENIES, 4/8:

	27 @ 30
Skin. hams, 12/14...	31 @ 34

#### PIENIES, 4/8:

	27 @ 30
Skin. hams, 12/14...	31 @ 34

#### PIENIES, 4/8:

	27 @ 30
Skin. hams, 12/14...	31 @ 34

#### PIENIES, 4/8

# BY-PRODUCTS . . . FATS AND OILS

## BY-PRODUCTS MARKET

Wednesday, Oct. 26, 1955

### BLOOD

Unground, per unit of ammonia (bulk) ..... \*5.50a

### DIGESTER FEED TANKAGE MATERIAL

Wet rendered, unground, loose: Low test ..... \*5.75n  
Med. test ..... \*5.50  
High test ..... \*5.50n  
Liquid stick, tank cars ..... \*1.75

### PACKINGHOUSE FEEDS

50% meat, bone scraps, bagged. \$ 70.00@ 80.00  
50% meat, bone scraps, bulk ..... 67.50@ 77.50  
55% meat scraps, bagged ..... 92.00  
60% digester tankage, bagged ..... 80.00@ 85.00  
60% digester tankage, bulk ..... 77.50@ 82.50  
80% blood meal, bagged ..... 112.50@125.00  
70% steamed bone meal, bagged (spec. prep.) ..... 85.00  
60% steamed bone meal, bagged ..... 65.00@ 70.00

### FERTILIZER MATERIALS

Feather tankage, ground, per unit ammonia ..... 3.90@4.00  
Hoof meal, per unit ammonia ..... 6.25@6.35

### DRY RENDERED TANKAGE

Low test, per unit prot. ..... \*1.25n  
Med. test, per unit prot. ..... \*1.20  
High test, per unit prot. ..... \*1.20n

### GELATINE AND GLUE STOCKS

Calf trimmings (limed) ..... 1.35@ 1.50  
Hide trimmings (green salted) ..... 6.00@ 7.00  
Cattle jaws, scraps and knuckles, per ton ..... 55.00@57.00  
Pig skin scraps and trimmings ..... 4.75@ 5.00

### ANIMAL HAIR

Winter coil dried, per ton ..... \*125.00@135.00  
Summer coil dried, per ton ..... \*60.00@ 65.00  
Cattle switches, per piece ..... 3 1/4@ 5  
Winter processed, gray, lb. ..... 20  
Summer processed, gray, lb. ..... 12 1/2@ 13 1/4

n—nominal. a—asked. \*Quoted delivered.

## TALLOWS and GREASES

Wednesday, Oct. 26, 1955

The Midwest inedible tallow and grease market held steady late last week; however, fractionally lower prices were paid for eastern destination. Bleachable fancy tallow sold at 8c and yellow grease at 7c, c.a.f. Chicago. All hog choice white grease traded at 9 1/2c, and regular production bleachable fancy tallow at 8 1/2c, c.a.f. New York. Edible tallow was offered at 9 1/2c, Chicago, but without buying interest. Users were keeping a close watch on loose lard, which has dropped about 2c per pound in the last week. All hog choice white grease on Friday was bid at 9 1/2c, and offerings were held at 9 1/2c.

No change was registered in the Chicago area on Monday of the new week and prices were quoted nominally unchanged. Inquiry was apparent for edible tallow at 9 1/2c, Chicago, for prompt shipment. Hard body bleachable fancy tallow sold at 8 1/2c, delivered New York. All hog choice white grease buying interest was at

9 1/2c, same destination point.

A fair trade came about on Tuesday. Bleachable fancy tallow sold at 7 1/2c, No. 1 tallow at 7c, not all hog choice white grease at 8 1/2c, and yellow grease at 6 1/2c, all c.a.f. Chicago. All hog choice white grease sold at 9 1/2c and at 9c, c.a.f. New York, the former price for immediate shipment. Yellow grease was bid at 7 1/2c, delivered East, and held at 7 1/2c. There was interest at 6 1/2c, c.a.f. New Orleans for No. 2 tallow. Prime tallow sold at 8 1/2c, same destination.

Dealer interest in the market was evident on bleachable fancy tallow at 8 1/2c, c.a.f. East, and available at 8 1/2c. Special tallow was wanted at 7 1/2c, c.a.f. New York, with reports that some sold that basis. There were indications of 9 1/2c, Chicago, in the market for edible tallow, with offerings held at 9 1/2c@9 1/2c, f.o.b. outside points.

Bleachable fancy tallow sold at midweek at 8c, c.a.f. Chicago. Yellow grease sold at 6 1/2c and 7c, Chicago. Edible tallow sold at 9c, f.o.b. outside point, equal to 9 1/2c, Chicago basis. No. 1 tallow was bid at 7c,

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Chicago. Inquiry in the market for all hog choice white grease was heard at 9c, c.a.f. East, and held fractionally higher. Several tanks of bleachable fancy tallow traded at 8½c, and 8½c, delivered New York.

**TALLOWS:** Wednesday's quotations: edible tallow, 9¾c; original fancy tallow, 8¾c; bleachable fancy tallow, 8c; prime tallow, 7¾c; special tallow, 7½c; No. 1 tallow, 7c; and No. 2 tallow, 6¾c.

**GREASES:** Wednesday's quotations: not all hog choice white grease, 8¾c; B-white grease, 7½c; yellow grease, 6½@7c; house grease, 6¾c; and brown grease, 6c. The all hog choice white grease was quoted at 9c, c.a.f. East.

### EASTERN BY-PRODUCTS

New York, Oct. 26, 1955

Dried blood was quoted Wednesday at \$5 to \$5.50 per unit of ammonia. Low test wet rendered tankage was listed at \$5.50 per unit of ammonia and rendered tankage was priced at \$1.15 per protein unit.

### N.Y. COTTONSEED OIL FUTURES

FRIDAY, OCT. 21, 1955

	Open	High	Low	Close	Prev. close
Dec.	13.34b	13.31	13.26	13.26b	13.35b
Jan.	13.30b	13.30	13.25b	13.33b	
Mar.	13.41b	13.43	13.36	13.37	13.40b
May	13.45	13.45	13.37	13.38	13.40b
July	13.40b	13.40	13.32	13.30b	13.36b
Sept.	13.15b	13.15	13.08b	13.15b	
Oct.	13.00n	13.00	12.90n	13.00n	
Sales:	104 lots.				

MONDAY, OCT. 24, 1955

	Open	High	Low	Close	Prev. close
Dec.	13.25	13.25	13.20	13.21	13.26b
Jan.	13.20b	13.20	13.20b	13.25b	
Mar.	13.30	13.34	13.28	13.28	13.35b
May	13.30b	13.36	13.30	13.30b	13.35b
July	13.20b	13.31	13.24	13.24	13.30b
Sept.	13.00b	13.07	13.05	13.05	13.08b
Oct.	12.90n	12.90	12.90n	12.90n	12.90n
Sales:	142 lots.				

TUESDAY, OCT. 25, 1955

	Open	High	Low	Close	Prev. close
Dec.	13.26b	13.35	13.27	13.35	13.21
Jan.	13.25b	13.30	13.30	13.38b	13.20b
Mar.	13.31b	13.41	13.35	13.40b	13.28
May	13.40	13.43	13.35	13.40	13.29b
July	13.32b	13.36	13.30	13.38b	13.24
Sept.	13.07b	13.18	13.18	13.15b	13.05
Oct.	12.95b	12.95	12.90b	12.90n	12.90n
Sales:	177 lots.				

WEDNESDAY, OCT. 26, 1955

	Open	High	Low	Close	Prev. close
Dec.	13.31b	13.33	13.30	13.82b	13.35
Jan.	13.30b	13.30	13.30	13.30	13.33b
Mar.	13.37b	13.42	13.38	13.38	13.40b
May	13.37b	13.40	13.37	13.35b	13.40
July	13.30b	13.33	13.30	13.27b	13.33b
Sept.	13.18b	13.18	13.08b	13.15b	13.05
Oct.	13.00b	13.00	12.95b	13.00b	13.00b
Sales:	44 lots.				

VEGETABLE OILS

Wednesday, Oct. 26, 1955

Crude cottonseed oil, carlots, f.o.b.				
Valley	11a			
Southeast	11½a			
Texas	10¾a			
Corn oil in tanks, f.o.b. mills	11½pd			
Peanut oil, f.o.b. mills	17½n			
Soybean oil, f.o.b. mills	11n			
Coconut oil, f.o.b. Pacific Coast	11n			
Cottonseed foots:				
Midwest and West Coast	1½@ 2			
East	1½@ 2			

OLEOMARGARINE

Wednesday, Oct. 26, 1955

White domestic vegetable	26			
Yellow quarters	28			
Milk churned pastry	24			
Water churned pastry	23			

OLEO OILS

(F.O.B. Chicago)

Prime oleo stearine (slack barrels)	10½			
Extra oleo oil (drums)	14 @15			

pd—paid. n—nominal. b—bid. a—asked.

# HIDES AND SKINS

A few selections of hides trade at steady prices—Midweek market slow—Small packer hide market quiet—Heavy volume of Northern calfskins traded at 55c on lights and 50c on heavies—Kipskin market steady—Sheepskin market generally unchanged from last week.

### CHICAGO

**PACKER HIDES:** Certain selections of hides were wanted ½c off last week's levels, but others were bid at steady prices Monday. Light trading developed during the day, and Chicago heavy native cows and butt-branded steers sold at 13c and 11½c, respectively. Major packers were not involved in the transactions.

Major packers were successful in obtaining steady prices for a couple of selections of hides Tuesday. Butt-branded steers sold at 11½c, Colorado steers at 11c and heavy Texas steers at 11½c. Also traded were branded cows at 11c and 11½c. A car of Chicago heavy native cows sold at 13c.

With the exception of a few cars of heavy native cows trading at steady prices, the hide market was quiet at midweek, with many members of the trade in attendance at the annual fall meeting of National Hide Association, to be followed by the annual fall meeting of Tanners' Council.

**SMALL PACKER AND COUNTRY HIDES:** There was little activity reported in the small packer hide market, with both buyers and sellers unaggressive. Offerings of the 60-lb. average were priced at 10½c and 11c in the Midwest, but no sales were heard at those levels. There was some improvement in the country hide market, and 50@52-lb. average straight locker butchers sold at 8½c, some for export and some domestic. Renderers were quoted at 7½c, while mixed lots were quoted at 7½@8c.

**CALFSKINS AND KIPSKINS:** Northern calfskins sold in heavy volume on Tuesday, and 50c was paid for heavies and lights brought 55c. These prices were 2½c under previous offering levels. The kipskin market was mostly steady, but reports were conflicting with regard to bid and offering prices. Northern kip was reportedly bid at 34½c at midweek, while overweights were reported offered at 33½c.

**SHEEPSKINS:** About a car including No. 2 shearlings and No. 3 shearlings sold at 1.70 and .65, respectively. A car of No. 1 shearlings, including fall clips, sold at 2.75 and

3.25. Dry pelts continued nominal at 21@22c. Pickled skins were also nominal, with 9.25@9.50 quoted on lambs and 10.50@11.00 on sheep.

### Cold Storage Hide Stocks

Stocks of hides and pelts in cold storage at the close of September totaled 88,797,000 lbs. for a moderate increase over end-of-August inventories of 84,941,000 lbs. However, current hide stocks were smaller than the 94,759,000 lbs. reported at the close of September 1954, but considerably larger than the 67,620,000-lb. average for September 30.

### CHICAGO HIDE QUOTATIONS

PACKER HIDES		Week ended	Cor. Week
Oct. 26, 1955		1954	
Hvy. Nat. steers	14	14½n	11½@12n
Nat. steers	15	15½n	13½@14n
Hvy. Tex. steers		11n	10n
Ex. lgt. Tex. steers		15½n	14½n
Butt. brnd. steers		11½n	10n
Col. steers		11n	9½n
Branded cows	11	11@11½n	10 @10½n
Hvy. Nat. cows	12½	12½@13n	11½@12n
Lt. Nat. cows	13½	13½@14n	13 @13½n
Nat. bulls		10n	8½n
Branded bulls		9n	7½n
Calfskins,			
Nor. 10/15		50n	22½n
10/down		55n	37½n
Kips, Nor. 15/25		34½n	23n

### SMALL PACKER HIDES

STERS AND STEERS:	60 lbs. and over	10n	9½@10n
60 lbs. and over	11 @11½n	11	11½@11½n

### SMALL PACKER SKINS

Calfskins, all wts.	40	42½n	22n
Kips, all wts.	24	25n	14 @15n

### SHEEPSKINS

Packer shearlings,	No. 1	2.75	2.75n
Dry Pelts	21@ 22n	21@ 22n	27n
Horsehides, Untrim.	7.50@7.75n	7.00@7.50	

### N.Y. HIDE FUTURES

FRIDAY, OCT. 21, 1955		Open	High	Low	Close
Oct.	11.15b	11.56	11.30n	11.30n	
Jan.	11.150b	11.56	11.32	11.52	
Apr.	11.90b	12.00	11.89	11.90	89
July	12.30n	12.30	12.27b	12.35a	
Oct.	12.65b	12.65	12.65b	12.65b	75a
Jan.	13.00b	13.10	13.10	12.90b-13.00n	
Sales:	Not available.				

### MONDAY, OCT. 24, 1955

Oct.	11.15b	11.68	11.55	11.57
Jan.	11.50b	12.08	11.92	11.92-12.00n
Apr.	11.90b	12.29	12.29	12.28b-40n
July	12.29b	12.29	12.29	12.27b-35a
Oct.	12.55b	12.55	12.66b	12.66b-80a
Jan.	12.85b	13.06	13.02	13.00-10a
Sales:	23 lots.			

### TUESDAY, OCT. 25, 1955

Oct.	11.15b	12.06	11.75	12.01
Jan.	11.51b	11.65	11.62	11.65b-70a
Apr.	11.86b	12.06	12.02	12.06
July	12.23b	12.23	12.23	12.28b-48a
Oct.	12.58b	12.58	12.67b	12.67b-80a
Jan.	12.85b	13.06	13.02	13.06
Sales:	121 lots.			

### WEDNESDAY, OCT. 26, 1955

Jan.	12.05-13	12.30	12.06	12.20
Apr.	12.01b	12.62	12.49	12.53
July	12.40b	12.40	12.38	12.38
Oct.	12.70b	13.02	13.02	12.99b-13.02a
Jan.	13.00b	13.30	13.15	13.20b-30a
Apr.	13.20b	13.40	13.32	13.40b-60a
Sales:	90 lots.			

### THURSDAY, OCT. 27, 1955

Jan.	12.40b	12.62	12.49	12.53
Apr.	12.40b	12.62	12.49	12.53
July	12.75b	12.75	12.75	12.75
Oct.	13.00b	13.20	13.20	13.15b-23a
Jan.	13.32	13.40	13.32	13.35b-45a
Apr.	13.40b	13.40	13.40	13.55b-70a
Sales:	90 lots.			

# LIVESTOCK MARKETS...Weekly Review

## Thirteen-State Cattle On Feed Oct. 1 19% Above 1954

The number of cattle and calves on feed for market in the 13 major feeding states on October 1 was estimated at 3,458,000 head, according to the Crop Reporting Board. This was an increase of 19 per cent from the previous year, but the seasonal decline from July 1 was 4 per cent. On July 1 this year, the increase was 13 per cent from a year earlier, while on April 1 the increase was 12 per cent from the previous year.

The number of cattle on feed in the nine Corn Belt States on October 1 was estimated at 2,615,000 head, 25 per cent larger than a year earlier. However, the October 1 estimate was 7 per cent below the 2,803,000 head on feed July 1. All Corn Belt states showed an increase from a year ago. Shipments of stocker and feeder cattle into the Corn Belt, July through September were about 6 per cent less than a year ago. However, in-shipments for the April-June period were 24 per cent larger than for the same period a year earlier.

In California, the number of cattle on feed October 1, 1955 totaled 498,000 head compared with 433,000 a year earlier and 457,000 on July 1 this year. The number on feed in Colorado was 166,000 compared with 180,000 on July 1. Arizona had 95,000 on feed October 1 and 120,000 on July 1, while Texas had 84,000 on October 1 and 49,000 on July 1.

The nine Corn Belt states with comparable data showed 70 per cent of the cattle on feed consisted of steers against 69 per cent October 1, 1954. Heifers made up 24 per cent, compared with 23 per cent a year ago, while calves were 5 per cent com-

pared with 7 per cent a year earlier.

The number of cattle on feed under three months in these nine states was 20 per cent larger than a year earlier. The number on feed three to six months amounted to 436,000 head, 12 per cent above the 390,000 head on hand a year earlier. The number that have been on feed over six months was estimated at 895,000 head, compared with 632,000 head on feed a year earlier.

Cattle feeders in the 13 states expect to market about 73 per cent of the cattle on feed during the next three months, with 28 per cent in October, 22 per cent in November, and 23 per cent in December. The remaining 27 per cent is expected to be marketed after January 1.

For the 13 states, about 53 per cent of the total had been on feed less than three months, 20 per cent had been on feed three to six months, while 27 per cent had been on feed more than six months. In these states, steers represented 69 per cent of total; heifers, 25 per cent; calves, 5 per cent; and other cattle, 1 per cent.

## Am. Royal Steer Brings \$6.22 Lb.; Mommsen Carlot At \$40.50 Cwt.

The grand champion Angus steer shown by Kenneth Eitel at the American Royal Livestock show brought \$6.22 per lb. The animal, weighing 1,110 lbs., was bought by Williams Meat Co., of Kansas City for Putsch's 2-10 Restaurant also of Kansas City. Williams also bought the reserve grand champion steer, a Hereford at \$2.05 per lb. for the Kansas City Southern Railroad. The grand champion Angus carlot, shown by John F. Mommsen and Sons of Miles, Ia., was bought by the Golden Ox Restaurant of Kansas City at \$40.50 per cwt.

## SALABLE LIVESTOCK AT 12 MARKETS IN SEPT.

	Sept., 1955	Sept., 1954
CATTLE		
Chicago	193,960	200,881
Cincinnati	22,769	22,123
Denver	78,957	79,181
Fort Worth	55,282	87,736
Indianapolis	39,153	45,789
Kansas City	115,214	124,268
Oklahoma City	63,741	91,908
Omaha	195,397	198,210
St. Joseph	70,709	64,042
St. Louis NSY	89,245	91,304
Sioux City	114,351	112,977
S. St. Paul	105,715	100,275
Totals	1,144,498	1,218,494

	CALVES
Chicago	7,116
Cincinnati	4,705
Denver	3,388
Fort Worth	17,126
Indianapolis	6,654
Kansas City	15,359
Oklahoma City	7,658
Omaha	8,739
St. Joseph	7,207
St. Louis NSY	24,066
Sioux City	3,426
S. St. Paul	37,369
Totals	142,903

	HOGS
Chicago	179,335
Cincinnati	81,521
Denver	9,069
Fort Worth	11,812
Indianapolis	251,147
Kansas City	43,859
Oklahoma City	15,860
Omaha	138,911
St. Joseph	97,253
St. Louis NSY	202,302
Sioux City	91,982
S. St. Paul	227,452
Totals	1,349,713

	SHEEP
Chicago	34,381
Cincinnati	8,587
Denver	218,065
Fort Worth	24,759
Indianapolis	22,242
Kansas City	22,388
Oklahoma City	15,586
Omaha	75,358
St. Joseph	22,221
St. Louis NSY	27,726
Sioux City	31,513
S. St. Paul	58,914
Totals	550,985

1,229,035

161,889

175,954

12,066

8,105

231,498

41,247

12,449

129,588

95,208

191,766

87,539

182,186

1,229,035

34,534

8,618

212,528

40,475

27,582

34,681

6,339

81,690

26,820

33,727

32,578

51,667

500,929

500,929

## LIVESTOCK CARLOADINGS

A total of 13,756 railroad cars was loaded with livestock in the week ended October 8. This was a decrease of 1,233 cars from the same 1954 week and 1,942 cars fewer than two years earlier.

BLOOMINGTON, ILL.  
LOUISVILLE, KY.  
NASHVILLE, TENN.  
JONESBORO, ARK.  
DAYTON, OHIO  
DETROIT, MICH.  
CHATTANOOGA, TENN.  
LAFAYETTE, IND.  
MONTGOMERY, ALA.  
OMAHA, NEBR.  
CINCINNATI, OHIO  
FULTON, KY.  
INDIANAPOLIS, IND.  
SIOUX FALLS, S.D.  
JACKSON, MISS.  
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## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, October 22, 1955, as reported to the National Provisioner:

### CHICAGO

Armour, 13,019 hogs; Shippers, 20,610 hogs; and Others, 26,552 hogs.

Totals: 25,585 cattle, 1,124 calves, 60,181 hogs, and 4,898 sheep.

### KANSAS CITY

Cattle Calves Hogs Sheep

Armour.. 3,563 848 2,659 1,006  
Swift .. 2,912 1,047 3,747 3,005  
Wilson .. 1,534 ... 3,007 ...  
Butchers .. 8,222 ... 1,032 1  
Others .. 841 ... 424 1,729

Totals. 17,072 1,895 10,959 6,341

### OMAHA

Cattle and Calves Hogs Sheep

Armour .. 7,275 13,100 3,724  
Cudahy .. 4,168 11,227 ...  
Swift .. 6,235 12,987 2,970

Wilson .. 3,953 10,387 1,649

Abt. Stores .. 1,041 ...  
Nab. Beef .. 784 ...

Eagle .. 77 ...  
Gr. Omaha .. 948 ...  
Hoffman .. 20 ...  
Rothschild .. 1,444 ...

Roth .. 1,289 ...  
Kingan .. 1,476 ...  
Merchants .. 89 ...  
Midwest .. 112 ...  
Omaha .. 771 ...  
Others .. 1,107 13,097 ...

Totals. 30,799 60,807 10,694

### E. ST. LOUIS

Cattle Calves Hogs Sheep

Armour.. 3,285 1,273 8,158 3,434  
Swift .. 3,418 2,373 17,647 2,832  
Hunter .. 916 ... 2,595 ...  
Hell .. ... 2,424 ...  
Krey .. ... 3,391 ...

Totals. 7,619 8,646 34,215 6,266

### ST. JOSEPH

Cattle Calves Hogs Sheep

Swift .. 3,998 712 17,348 3,184  
Armour.. 4,024 488 10,495 2,360  
Others .. 4,921 44 2,727 506

Totals\* 12,943 1,244 30,570 6,050

\*Do not include 530 cattle, 288

calves, 15,142 hogs and 1,106 sheep

direct to packers.

### SIOUX CITY

Cattle Calves Hogs Sheep

Armour.. 4,841 2 13,594 2,755  
S.C. Dr. ...

Beef .. 3,491 ...  
Swift .. 3,388 ... 11,641 2,329

Butchers .. 594 9 ...  
Others .. 12,857 34 19,462 1,319

Totals. 25,171 45 44,687 6,403

### WICHITA

Cattle Calves Hogs Sheep

Cudahy .. 2,036 640 2,556 ...  
Kansas .. 774 ...

Dunn .. 125 ...

Dold .. 95 ... 775 ...

Sunflower .. 74 ...

Pioneer .. ...

Excel .. 713 ...

Armour.. 46 ... 808 ...

Swift .. 1,681 ... 542 205

Totals. 5,544 640 3,873 1,611

### OKLAHOMA CITY

Cattle Calves Hogs Sheep

Armour.. 2,763 248 887 390  
Wilson .. 2,525 496 747 258

Others .. 3,166 1,224 1,376 ...

Totals\* 8,448 1,968 3,010 648

\*Do not include 1,581 cattle, 587

calves, 13,598 hogs and 3,777 sheep

direct to packers.

### LOS ANGELES

Cattle Calves Hogs Sheep

Armour.. 148 ... 26 ...  
Cudahy .. 70 ... ...

Swift .. 410 ... ...

Wilson .. 287 ... ...

United .. 994 22 373 ...

Com'l .. 851 ... ...

Atlas .. 835 ... ...

Ideal .. 831 ... ...

Acme .. 475 ... ...

Gr. West .. 416 ... ...

Others .. 3,602 284 689 ...

Totals. 8,919 306 1,088 ...

### DENVER

Cattle Calves Hogs Sheep  
Armour.. 2,007 103 ... 6,049  
Swift .. 1,544 171 4,299 5,367  
Cudahy .. 845 148 4,229 307  
Wilson .. 361 ... ... 9,939  
Others .. 7,959 102 2,785 996

Totals. 12,806 524 11,313 22,658

### CINCINNATI

Cattle Calves Hogs Sheep  
Gall .. ... 25 ... 425  
Schlachter .. 311 ... ... ...  
Others .. 5,298 1,036 17,395 ...

Totals. 5,609 1,061 17,395 1,956

### ST. PAUL

Cattle Calves Hogs Sheep  
Armour.. 6,542 5,230 26,098 4,202  
Bartsch .. 1,468 ... ... ...  
Rifkin .. 946 32 ... ...  
Superior.. 2,255 ... ... ...  
Swift .. 6,621 5,322 45,925 4,252  
Others .. 3,485 4,669 4,854 5,291

Totals. 21,617 15,253 77,777 13,745

### FORT WORTH

Cattle Calves Hogs Sheep  
Armour.. 1,708 1,535 848 2,081  
Swift .. 1,810 2,522 634 2,522  
Bl. Bon. .. 614 114 126 ...  
City .. 539 20 123 ...  
Rosenthal .. 60 ... ... ...  
Tots. 4,729 4,191 1,731 4,603

Totals. 4,729 4,191 1,731 4,603

TOTAL PACKER PURCHASES

Same  
Week end, Prev. week  
Oct. 22 week 1954  
Cattle .. 186,861 199,181 177,095  
Hogs .. 357,600 316,324 248,455  
Sheep .. 85,873 75,526 81,722

### CORN BELT DIRECT TRADING

Des Moines, Oct. 26 — Prices at the ten concentration yards and 11 packing plants in Iowa and Minnesota were quoted by the USDA as follows:

Hogs, U.S. 1-8:

120-180 lbs. .... \$ 9.25@11.50  
180-240 lbs. .... 11.25@12.75  
240-300 lbs. .... 10.50@12.60  
300-400 lbs. .... 10.45@12.00

Sows:

70-360 lbs. .... \$11.10@12.75  
400-550 lbs. .... 9.60@11.10

Corn Belt hog receipts were reported as follows by the U. S. Department of Agriculture:

This week Last week Last year  
est. actual actual

Oct. 20. 77,000 70,000 68,500  
Oct. 21. 75,500 70,500 41,500  
Oct. 22. 49,000 54,000 43,500  
Oct. 24. 98,000 95,000 64,000  
Oct. 25. 70,000 72,000 94,000  
Oct. 26. 80,000 79,000 56,000

### BALTIMORE LIVESTOCK

Livestock prices at Baltimore, Md., on Wednesday, Oct. 26 were as follows:

Steers, gd. & ch. .... \$10.50@21.00  
Heifers, gd. & ch. .... None qtd.  
Heifers, com'l & gd. 17.00@20.19  
Cows, util. & com'l. 11.50@13.00  
Cows, can. & cut. 9.00@11.00  
Bulls, util. & com'l. 13.50@15.00  
Bulls, cutter ..... 11.50 only

VEALERS:

Choke & prime .... \$28.00@30.00  
Good & choice ..... 23.00@27.00  
Com'l & good ..... 16.00@23.00

HOGS:

U.S. 1-3. 160/200... \$14.25@15.00  
U.S. 1-3. 180/230... 14.75@15.25  
U.S. 1-3. 230/270... 14.25@14.75  
Sows, 400/lb down ... 13.25@13.50

LAMBS:

Good & choice .... None qtd.

### WEEKLY INSPECTED SLAUGHTER

Slaughter at major centers during the week ended October 22, 1955, was reported by the U. S. Department of Agriculture as follows:

Cattle Calves Hogs Sheep & Lambs  
Boston, N.Y. City Area<sup>1</sup> ..... 13,564 14,878 58,072 52,608  
Baltimore, Philadelphia ..... 9,190 1,339 31,052 1,949

Cincinnati, Cleveland, Detroit, Indianapolis ..... 19,186 7,745 103,276 13,963  
Chicago Area ..... 25,232 8,034 56,366 5,814

St. Paul-Wis. Areas<sup>2</sup> ..... 33,738 36,156 157,982 12,291  
St. Louis Area<sup>3</sup> ..... 15,996 7,150 106,203 10,339

Sioux City ..... 11,493 38 28,448 2,453  
Omaha Area ..... 35,707 1,038 101,821 15,800  
Kansas City ..... 17,028 3,592 48,595 8,671

Iowa-So. Minnesota<sup>4</sup> ..... 30,905 16,256 370,678 37,900  
Louisville, Evansville, Nashville, Memphis ..... Not Available

Georgia-Alabama Areas<sup>5</sup> ..... 8,504 5,575 29,010 2,600

St. Joseph, Wichita, Oklahoma City ..... 20,507 6,368 68,970 11,843  
West, Worth, Dallas, Salt Lake City ..... 17,733 9,401 22,693 10,731  
Denver, Ogden, Salt Lake City ..... 16,833 1,114 14,995 31,749  
Los Angeles, San Francisco Areas<sup>6</sup> ..... 29,788 3,477 35,728 31,205

Portland, Seattle, Spokane ..... 7,766 1,001 17,516 6,755

GRAND TOTALS ..... 327,030 135,711 1,295,959 253,600

Totals previous week ..... 318,690 126,675 1,223,208 251,380

Totals same week 1954 ..... 319,247 140,748 1,049,744 261,650

\*Dominion Government premiums not included.

### LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average price per cwt., paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended Oct. 15, compared with the same time 1954, was reported to the National Provisioner by the Canadian Department of Agriculture as follows:

GOOD STEERS Up to 1000 lbs.	VEAL CALVES Good Up to 1000 lbs.	HOGS* Grade B <sup>1</sup> Good Dressed 1955	LAMBS Good Handyweight 1955
Toronto ..... \$19.98	\$21.00	\$23.00	\$18.00
Montreal ..	21.00	23.00	18.25
Winnipeg .. 18.50	17.99	22.00	16.16
Calgary .. 18.42	19.10	18.89	17.59
Edmonton .. 17.75	18.50	18.50	16.50
Lethbridge .. 19.40	18.00	18.25	17.42
Pr. Albert .. 18.00	16.00	17.70	17.00
Moose Jaw .. 17.25	18.25	16.00	14.50
Saskatoon .. 17.50	17.25	19.25	15.50
Regina .. 18.00	17.70	17.75	16.75
Vancouver .. 17.85	19.00	16.55	19.85

\*Dominion Government premiums not included.

### SOUTHERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, and Tifton, Georgia; Dothan, Alabama and Jacksonville, Florida during the week ended Oct. 21:

Cattle	Calves	Hogs
Week ended Oct. 21 .....	4,220	1,574
Week previous (five days) .....	3,577	1,612
Corresponding week last year .....	4,118	2,561

1955 1954

Public stockyards	164,935	188,060
Direct .....	91,668	118,948
Totals .....	256,603	307,008

July-Aug. .... 422,284 471,733

SHEEP AND LAMBS

Public stockyards	111,598	127,996
Direct .....	147,013	104,021
Totals .....	258,611	231,117

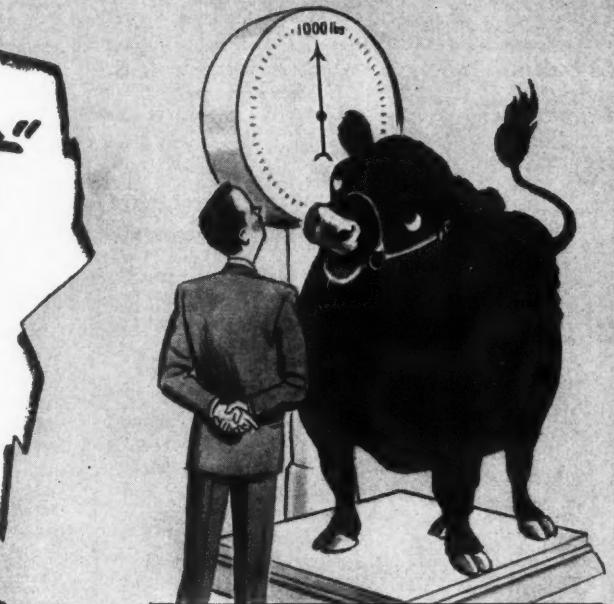
July-Aug. .... 386,956 324,732

Data in this report were obtained from state veterinarians. Under "Public stockyards" are included stockers and feeders bought at stockyard markets. Under "Direct" are included stock coming from points other than public stockyards, some of which are inspected and fed at public stockyards en route.

# How many pounds are sirloin steak?

250 lbs.  150 lbs.  50 lbs.

**"eatin' meat"  
CIRCULATION**



The American Meat Institute tells meat packers and housewives how much "eatin' meat" there is in a 1000 pound steer—40 different cuts from a side of beef—how many pounds of hides, hoofs and fats.

*Courtesy American Meat Institute*

Experienced space buyers recognize that the entire circulation of a publication isn't necessarily all "eatin' meat" for every advertiser. It's who, where and how that counts, not end figures. Careful study of all available circulation FACTS as related to markets is required to appraise media for its advertising value.

The audited information in A.B.C. reports for business publications includes: A breakdown of subscribers by occupation or kind of business • Location of subscribers by states or provinces • How the circulation was obtained • How much subscribers

paid • How much paid circulation • How much unpaid distribution • What percentage of subscribers renew • How many in arrears.

By using audited information from A.B.C. reports as a basis for media decisions, you can most accurately judge media for their value to your business and *know* what you get—how much "eatin' meat"—for your advertising investment. This business publication is a member of the Audit Bureau of Circulations. Ask for a copy of our A.B.C. report and then study it.

## THE NATIONAL PROVISIONER

A. B. C. REPORTS—FACTS AS A BASIC MEASURE OF ADVERTISING VALUE



# METROPOLITAN

FATS, OILS & SYRUPS CO., INC.

137 12TH STREET

JERSEY CITY, NEW JERSEY



*Finest Quality*

**SPECIALIZING IN FATS FROM CHICAGO AREA TO SOUTHEAST**

Oleo Oils

Soya Bean Oil

Pure Lard

and

Coconut Oil

Cottonseed Salad Oil

Edible Tallow

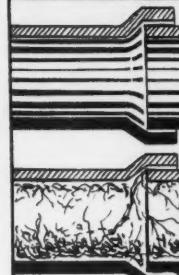
Fully or partially Hydrogenated and/or Deodorized. All Fats and Oils are processed exclusively through Girdler equipment.

Daily or weekly Deliveries made at your convenience. Fleet of 16 stainless steel tanks are always at your service!

For Quotations  
CALL

{ Jersey City Telephone: JOurnal Sq. 2-3232  
New York Telephone: WOrth 2-7778  
Jersey City Teletype: JERSEY CITY 114

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THE REVOLUTIONARY  
CHEMICAL THAT  
CLEAR CLOGGED  
PIPE LINES

★ SAVES LABOR

★ SAVES MONEY ★ FASTER ★ SAFER

SANFAX 222 completely liquefies grease, dissolves rags, trash or any other soluble impediment. A one-man operation, SANFAX 222 won't corrode or damage any type lines.

SANFAX 222 is guaranteed! You can't lose!



*The*  
**Sanfex**  
Company

174 Central Ave.  
Atlanta, Georgia

## CLASSIFIED ADVERTISING

Undisplayed: set solid. Minimum 20 words, \$4.50; additional words, 20c each. "Position Wanted," special rate: minimum 20 words, \$3.00; additional words, 20c each. Count

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Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

**CLASSIFIED ADVERTISING PAYABLE IN ADVANCE  
PLEASE REMIT WITH ORDER.**

### POSITION WANTED

MANAGER-SALESMANAGER or assistant. College graduate, age 33, 8 years' experience. Desire position with progressive independent firm. Managed smoked meat and manufacturing plant for major packer in metropolitan market. Knowledge of yields and costs. Prefer northeast area. W-412, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

TOP NOTCH: Sausage maker foreman or superintendent who knows all the tricks in this business, desires change. Graduated from German sausage maker school. Age 38. Control quality, cost and yields. Will be available for interview at convention. W-411, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CURING: Man experienced in beef and pork curing desires position. Can organize and teach inexperienced help. W-414, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

SUPERVISOR: Hog kill, cut, beef sheep and calf kill. Hog casings rendering. W-413, THE NATIONAL PROVISIONER 15 W. Huron St., Chicago 10, Ill.

SALESMAN: Extensive experience. Institutional and wholesale sales. Excellent background. Young, will travel. W-415, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

CATTLE BUYER: Experienced, all classes packer cattle. Superior record. Returns open to request. W-416, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ALL AROUND MAN: Manufacturing provisions, experienced receiving, shipping, vacuum packing, sales, purchasing. W-400, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

PLANT ENGINEER-MASTER MECHANIC: Technical education. Several years' heavy practical experience. W-388, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### POSITION WANTED

#### MEAT PACKING EXECUTIVE

To direct sales, advertising and sales promotion. Fully experienced with sausage, fresh and smoked meats. Familiar with costs, manufacturing and labor relations. W-403, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

#### CANNED MEAT SALES EXECUTIVE

Seeks connection with packer. Formost sales specialist, co-ordinator and "result getter" in the industry. Young, outstanding personality. W-404, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALES MANAGER: Man with 25 years' experience in sales management and sales promotion is seeking new connection. Willing to relocate. Will arrange for interview. Middle west clientele. W-402, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXECUTIVE: Versatile meat packing executive. Experienced young sales manager with knowledge of full line packing plant. Will only consider well established packer with interest in building for future. Best of reference. W-401, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### HELP WANTED

#### SALES REPRESENTATIVES WANTED

Well-established Mid-West packinghouse equipment and supply house (not a Chicago concern), desirous of obtaining two high-caliber sales representatives in good, established territories. Must be well-versed in selling and have knowledge of packing-house and sausage manufacturing equipment. State experience in detail, age, and enclose recent photograph. Interviews can be arranged at the coming A.M.I. convention in Chicago, if desired. All replies will be kept strictly confidential. Our employees know of this ad.

W-418, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### HELP WANTED

#### ASSISTANT SALES TRAINING DIRECTOR

For large, nationally known food processing organization with headquarters in medium sized midwest university city. Will have immediate responsibility for training activities at the sales management level. To a qualified man this position can lead to increased status and responsibility. Must have college degree and at least two years experience in the training field. Should be able to provide training in Human Relations, Conference Leadership, Supervision, and Selection of personnel. Submit complete details including salary requirements.

W-417, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

THREE SALESMEN: Experienced in selling packers. One man for west coast, one for mid-west and one for southeast. To sell packing materials and machines for well known manufacturer now selling to the industry. Must be capable of handling established exclusive territory. Send complete resume, including present and desired salary, travel compensation and territory. Applications will be held in strict confidence. W-405, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

CHIEF ENGINEER: For packing house in the east. Qualified man will be given full authority to do right job. Excellent salary. Will be directly responsible to top management only. Exceptional opportunity for the right man. W-406, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

WANTED: Experienced working foreman for beef and pork kill. Also pork cut. North Carolina. W-407, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

THE NATIONAL PROVISIONER

## HELP WANTED

MANAGER: For California killing and processing plant employing 30 people. Need well rounded experience in killing, curing, sausage making and plant maintenance. No liability. Age 30 to 40. Salary plus other substantial inducements at end of first year. Write Box W-420, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill., or contact Mr. E. W. Stephens at the Palmer House, Chicago, during the American Meat Packers Convention in Chicago Nov. 10th to Nov. 15th.

### CHICAGO

Right man, experienced in selling quality canned meats and frozen specialties to chains, stores, provision and wholesale houses has fine opportunity covering Illinois and neighboring states. Good earnings, expenses paid. Confidential. W-419. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED SALESMAN: Established mid-western manufacturer of high quality sausage and all meat products, wants man capable of taking charge of sausage sales routes. Also capable of selling chains and super markets. Good opportunity for right man. In answering, give complete details of previous experience age, family status, etc. All answers confidential. Reply to Box W-421, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CHEMIST: An additional chemist wanted to join our technical staff. High class person who has had experience working with seasonings, spices, oleoresins and spice oils. Salary open. Kadison-Shoemaker Laboratories, 703 W. Root St., Chicago 9, Ill.

## MISCELLANEOUS

### LOUISVILLE, KENTUCKY

Manufacturing plant of the Morton Packing Co., manufacturers of frozen food products. Morton operated this plant until recently when they moved their operation to Iowa and Virginia and, except for a few pieces of specialized equipment, this plant is intact. There are thirty thousand square feet of manufacturing area on the first floor with four thousand square feet of office space on the second. Centrally located in Louisville for rapid trucking service, this plant is also served by the Louisville and Nashville Railroad. A complete descriptive brochure will be furnished upon request. Harry K. Moore Co., Starks Bldg., Louisville, Ky.

### COOLER - RENT

IN HEART OF WESTCHESTER MARKET  
BRONX, N. Y.

B. J. Axelrod 201 E. 57th St., N. Y. C. - PL. 9-1450

### WANTED TO RENT PACKING HOUSE

also LARGE LOCKER PLANT  
also COLD STORAGE PLANT  
Answers strictly confidential

Mr. Burton Hill

Topeka, Kansas

PLANT FOR SALE: Modern well equipped processing plant located in North Central Ohio. Proven capacity, established 1948. Local market for entire output. Owner wishes to retire and will sell on favorable terms. Living quarters and acreage available. Excellent opportunity. FS-410. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Jobbers price list on all types of sausage manufacturing items. Have good following in 8 southern states. Binders, aprons, knives, supplies. W-398. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR RENT: Wholesale butter, egg and poultry business location available in Yonkers, New York. Reasonable rent. Call Spring 7-1700 or write MYRON BUCHSBAUM, 89 Woodworth Avenue, Yonkers, N. Y.

WANTED: Complete line of quality smoked meats and canned products for distribution in the Rochester, New York Area. W-427. THE NATIONAL PROVISIONER, 18 E. 41st St., New York 14, N.Y.

## EQUIPMENT WANTED

TRACTOR and RAIL TRAILER, late model. Also Thermo King with trailer. SAITA BROS., 120 Linden Street, Scranton, Pennsylvania.

WANTED: Small rolling table with roller and shoulder knife, Townsend skinning machine, storage racks, smokehouse trees, sausage trucks. WRITE: P. O. Box 28, Marion, Ill.

## PLANT FOR SALE

PLANT FOR SALE OR LEASE  
Meat Packing Plant located in Southern capacity 1,000 hogs and 100 cattle a week. Located in excellent livestock area, close to food markets. Adequate refrigeration and freezer, sausage kitchen, smokehouses, coolers. This plant can be leased by right party or parties with purchase of machinery and rolling stock all in excellent condition. Owner wishes to retire. FS-394. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE OR LEASE: Restaurant supply house and retail meat plant. Ideal for portion control foods. Cooler 30' x 50'. Freezer room 30,000 lb. capacity. Track rails. Fully equipped. GIANT MEAT MARKET, 12625 W. Dixie Hwy. North Miami, Fla.

MEAT PACKING PLANT: Located in the southeastern part of Washington. Federal inspection. Capacity 900 hogs, 400 cattle a week. Located in good livestock area and good marketing facilities. There is adequate freezer, refrigeration, sausage kitchen, smoke houses, and coolers. Also has an ice plant with storage houses. FS-423. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT FOR SALE: Large packing house and meat processing plant complete in every detail. Exceptionally well equipped, doing large volume business in southern California. Well established and well managed. This is excellent volume operation. Located in beautiful Ventura County. Exclusive agents.

VALE REALTY CO.  
1046 North Palm Anaheim, California

Meat Packing and Processing Plant for Sale or Lease with option to buy later, or a working partner. All electric, natural gas, city water. Railroad siding  $\frac{1}{4}$  mile from city limits. Abundance of livestock, 400 miles in all line territory, business is good, 5 to 10 man operation, deboning and complete kitchen. Don't wait on this one, write me direct. Silver State Meat Co., Inc. Attn: Mr. Sid Dallum, Box 227, Chinook, Mont.

## EQUIPMENT FOR SALE

1-54B Buffalo Silent Cutter 40 HP Motor—Self Unloader—1947  
1-23 Buffalo Stuffer—1942  
1-7E Kleen Kut Grinder—15 HP Motor with Boss Head, comparable to 66B Buffalo  
1-Automatic Ty-Sausage Linker 1941, Rebuilt in factory 1947  
1-Sheet Metal Engineering Opie Pneumatic Ham Press—1947  
534-Assorted Sizes Hoy Stainless Steel Ham Molds

HOY FOOD PRODUCTS CO.  
2370 N. 31st St., Milwaukee 10, Wis.

FOR SALE: Bone Crushers, Cookers, Hammermills and Cracking Cake Breakers. Ottinger Mfg. Co., Phoenixville, Pa.

200# Box stuffer, \$60.00; #56 Grinder, \$460.00; #60 Mixer, \$425.00. Good condition. FS-424. THE NATIONAL PROVISIONER, 51 W. Huron St., Chicago 10, Ill.

ANCO TRIPLE WASHER, \$590.00; Beef casing cleaner, \$980.00; Bone s.w., \$295.00. FS-425. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

1953 Stuffer, 400#, \$980.00; perfect 700# Mixer, \$885.00; "Boss" Super grinder, \$950.00. FS-426. THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR SALE: 1950 two ton Chevrolet truck. New motor, 8.25 tires, 12 foot body, Kold-Hold plates, 2 H.P. Copeland Compressor on truck. Rear walk-in compartments above freezing, and reach-in freezer compartment. PETERS PACKING CO., 3108 Auburn St., Rockford, Ill. Phone Rockford 5-0501.

ANDERSON EXPELLERS  
All Models. Rebuilt, guaranteed.  
We Lease Expellers

PITTOCK & ASSOCIATES, Glen Riddle, Penna

HOG • CATTLE • SHEEP  
SAUSAGE CASINGS  
ANIMAL GLANDS

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Broker • Counsellor • Exporter • Importer

SAMI S. SVENDSEN  
407 SO. DEARBORN ST., CHICAGO 5, ILL.

## BARLIANT'S WEEKLY SPECIALS!

We list below some of our current offerings for sale of machinery and equipment available for prompt shipment at prices quoted F.O.B. shipping points. Write for our bulletins—issued regularly.

### NOW IN STOCK

Available for immediate shipment  
New B.A.I. Steel Lockers  
15" wide, 18" deep, 60" high, with sloping top, seat base, high legs, padlock attachment. Single door, 30" wide. Per opening \$16.95 F.O.B. Chicago, Ill. Discount for quantity purchases.

### Sausage & Bacon

8510—Complete Sausage Kitchen consisting of the following equipment, most in like new condition, used less than three months: Enterprise #56 Grinder; Randall #50 hand Stuffer; Buffalo #27 Silent Cutter; Welu Quickut Band Saw with stainless movable top; gas fired jacketed Kettles; Butcher Box Cooner Doors; Smokehouse Doors and frames; plus misc. other items. May be purchased as a group or individually. Contact us for particular prices and details.

8417—FROZEN MEAT SLICER: General #16-24, ser. #1,068, almost new, perfect cond., \$1850.00

8430—FROZEN MEAT SLICER: Keebler #296A, 25 lb. with 1 ton Whiting Hoist, ..... 785.00

8,70—#100 HOG KEEPER: ..... 5' wide, 5' long, neoprene base, excel. condition, ..... ea. 1050.00

8193—STUFFER: Randall 400# cap. with valves ..... 825.00

8332—STUFFER: Buffalo 300# ..... 825.00

8407—STUFFER: Randall 100# cap. with valves & air piping, like new ..... 475.00

8441—GRINDER: Buffalo #66-B, 15 HP, ..... 675.00

8408—HOG KEEPER: ..... 150# cap. with 1½" ..... 525.00

8475—OVEN: Advance, gas fired, 8' shelf, porcelain sides, 8' x 7½" x 8' ..... ea. 650.00

8172—DIP TANKS: (2) Advance, gas fired 23½" x 45" x 62" high, standard model, stainless steel ..... 325.00

8434—STICK WASHER: Boss #94, roller chain ..... 375.00

7873—PERCENTAGE PUMPING SCALES: (3) Griffith, late style, stainless steel, factory record, like new ..... 315.00

7872—PICKLE PUMPS: (2) Griffith Big Boy 4, 1 HP, mtr., factory record condition ea. 250.00

8432—HAM MOLD PRESS: Globe Hoy, model 193, operated hydraulic, ser. #133, ..... 575.00

8469—HAM MOLD PRESS: Globe Hoy, hand operated ..... 115.00

8442—HEAD CHEESE CUTTER: Randall, 1 HP, ..... 115.00

8491—HAM & BACON TRUCKS: (75) box type ..... 17.50

8436—HOG CAGES: (50) for 40# sticks, 4 stations, double trolley ..... ea. 17.50

8439—HAM MOLDS: Globe Hoy, stainless steel, complete with springs & covers, like new, little used: ..... 115.00

105—#108, 11" x 5½" x 5½" deep, ..... ea. 11.50

135—#112, 11" x 5½" x 5½" deep, ..... ea. 11.50

99—#116, 12" x 6½" x 5½" deep, ..... ea. 11.50

48—#116, 12" x 6½" x 5½" deep, ..... ea. 11.50

### Rendering & Lard

8246—HYDRAULIC PRESS: Anco 600 ton, latest model. New, never used ..... 5950.00

8379—HYDRAULIC PRESS: Dupp 300 ton, 8 x 1 x 12 Pump, 55 gal. oil reservoir ..... 1450.00

8486—COOKERS: (2) Dupp 5 x 12, jacketed ..... 3000.00

8345—HOG: Diamond #45 ..... 1850.00

7560—HASHER WASHER: Jefferson, similar to ..... 50.00

Bald #762, 10" x 30" x 10" x 7½" HP, mtr. with separate motor on washer ..... 50.00

8120—FILTER PRESS: Shriver, 36" x 24" aluminum plates, bottom corner feed, top open delivery, 160# pressure ..... 900.00

8446—BONE CRUSHER: Mechanical, 25 HP, ..... 750.00

8492—KETTLES: Green, large quantity, New, never used, in original crates, steam jacketed, all stainless steel with covers & valves; 80 gal. cap. ..... 275.00

40 gal. cap. ..... 175.00

Discounts for quantity purchases.

### Miscellaneous

8204—FLAKE ICEBERGS: (2) York French self contained, 1 ton cap., 220 volt, ..... 500.00

8412—BOILER: Clayton, 50 HP, gas fired, generator type unit, 100# pressure, used only 16 months ..... 2250.00

7062—HOBAR: Baby Boss #35A, 7½" HP, mtr. style, #970-hand operated, throw-in & pour ..... 650.00

8410—BAND SAW: Jim Vaughan, 13" dia. wheel, 1½" HP, motor ..... 295.00

7852—BEEF TROLLEYS: (75) long hook ..... ea. 75

7852—BEEF TROLLEYS: (200) short hook ..... ea. 60

All items subject to prior sale & confirmation.

WRITE FOR FULL PARTICULARS  
DISPLAY ROOMS AND OFFICES  
1631 S. Michigan Ave.

Chicago 16, Ill.

Wabash 2-5550

## BARLIANT & CO.

• New, Used & Rebuilt Equipment  
• Liquidators and Appraisers

## **FRENCH HORIZONTAL MELTERS**

*Are  
Sturdily  
Built.*

## *Cook Quickly Efficiently.*



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